

TRANSFER & STORAGE

TRANSFER AND STORAGE
OF MERCHANDISE

MERCHANDISE
DISTRIBUTION

MOVING AND STORAGE OF
HOUSEHOLD GOODS

Vol. XVIII, No. 6

U. P. C. Building, 239 W. 33rd St.
New York, N. Y.

June, 1919



DENBY MOTOR TRUCKS

THE new model 25 found immediate favor, particularly among the more experienced users of motor trucks, who had long felt the need of a truck of this type.

Of medium capacity—2½ to 3 Tons—and relatively light weight—4450 pounds—it possesses that heavy duty construction throughout that heretofore has been obtainable only in vehicles of the heaviest tonnage.

The result is a truck of low operating cost, small upkeep, and the utmost dependability, capable of handling an unusually great tonnage per day.

*The Denby Line is Complete, Ranging
From 1 to 6 Tons in Capacities*

Denby Motor Truck Company, Detroit, Michigan

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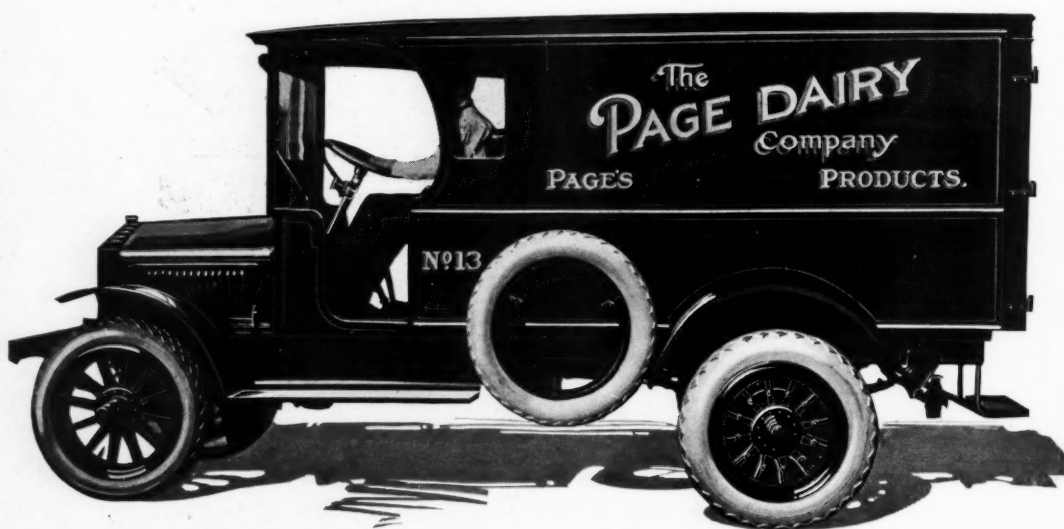
Published Monthly. \$2.00 a Year.

Entered as second-class matter January 9, 1919, at the Post Office at New York under the act of March 3, 1879.

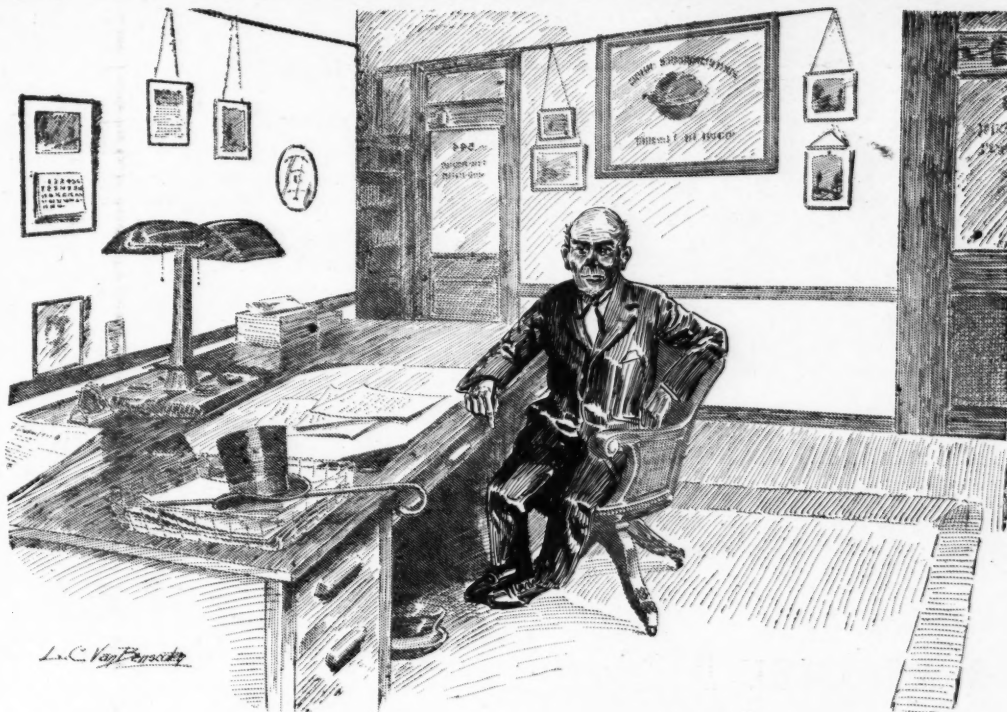


NEW sales to old
users is the most
convincing proof of
Garford superiority.

"Users Know"



The Garford Motor Truck Company, Lima, Ohio
Motor Trucks of all Capacities
Distributors and Service Stations in all principal cities



Bill O'Laden, Traffic Expert Tells As What F. O. B., An' T-C. F. CO. Mean

TWO lethers I gets th' day. Won from th' Widow Riley—me auld boardin' mistress—askin' what F. O. B. means, t'other from a man askin' what T-C. F. CO. means. "Bill," says th' Widow, "a man do tell me that me house do be 'F. O. B.' As a Traffic Expert, Bill, I ask ye what's th' answer?" "As a Traffic Expert an' as a late boarder," I writes her, "he means Fierce on Board."

Then I rings for me Stenog. "Take this," I says. "T-C. F. CO. means Service for Shippers, to say nothin' iv big savins to them as has Households Goods, Autos, an' Mashinery for domestic shipment, to say ni& about savins on all commodities f'r Export Shipment."

"As to Household Goods we load 'em in Consolidated Cars at N. Y., B. & C. (New York, Boston an' Cincinnati) f'r Los Angeles, Frisco, Seattle, Portland, Salt Lake City, and other Western P'int, an' at Los Angeles, 'Frisco an' 'Chi' f'r N. Y., Phila., th' Hub an' p'int East. If 'tis

mashinery ye have, we consolidate that at th' 2 C's an' P (Chicago, Cincinnati an' Phila.) f'r th' Western P'int above mentioned, an' at th' 2 C's (Chi. and Cin.) f'r N. Y., th' Hub, an' Eastern P'int."

Thin th' tillyphone butts in—"Hello!" I says, "Sure we provide Transfer an' Redistribution facilities at all Western P'int, including th' Pacific Coast. 'Hello!' " I says—"Automobiles! A foin question ter ask th' Pioneers in that line, sure we consolidate 'em at Chi., th' 'Hub,' etc., f'r shipment—"Hello!" I says—"Through! If that's ye, Central, No; if it's through cars ye mean, Yes. Hello yerself. Yes, we ship 'em vice versa vide ut sura, which means, t'other way, see th' above."

Thin I starts a dictatin' agin, but sure th' Stenog. has put me tillyphone stuff in her notes. "Leave it go," I says, "sure 'twill interest 'em as ships Household Goods, Mashinery an' Autos," an' sure I leave it to ye all; warn't I right?

Next month Bill will write on—but watch this space and see, and in the meantime see us if you have Household Goods to ship

TRANS-CONTINENTAL FREIGHT COMPANY

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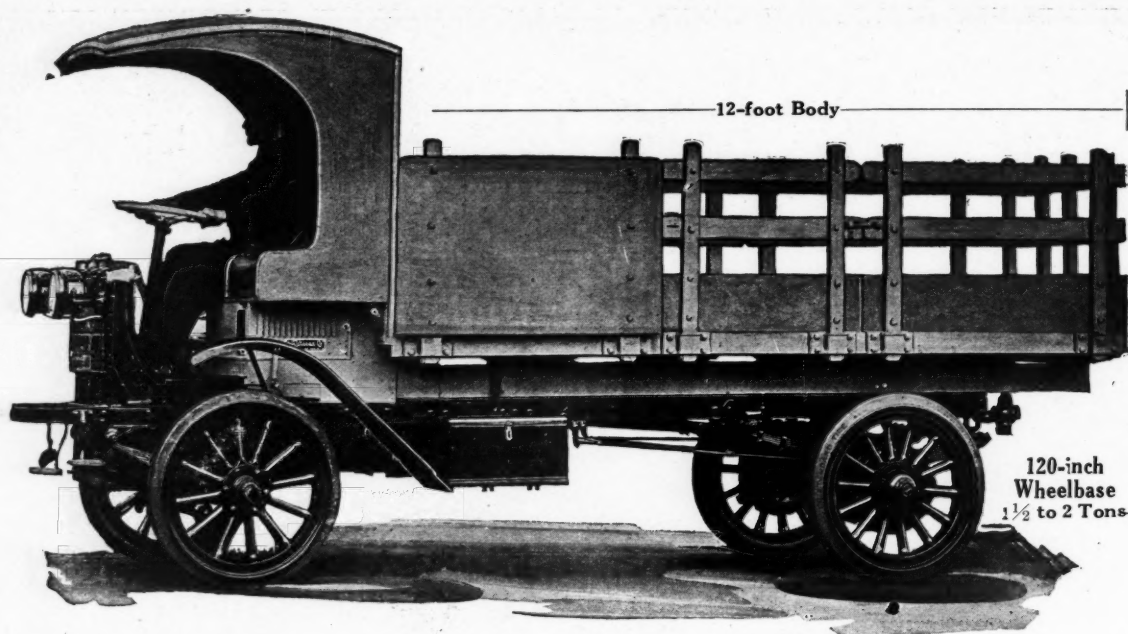
GENERAL OFFICE, 203 DEARBORN STREET, CHICAGO

Alaska Bldg., Seattle

Write the Nearest Office

Union Trust Bldg., Cincinnati
Monadnock Bldg., San Francisco
Van Nuys Bldg., Los Angeles

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The Autocar Motor Truck is now built with Two Lengths of Wheelbase

97-inch Wheelbase
Chassis \$2050
For bodies up to 10 feet

120-inch Wheelbase
Chassis \$2150
For bodies up to 12 feet

THE motor under the seat means the shortest possible wheelbase.

This short wheelbase means ease of operation in congested traffic and narrow quarters—light over-all weight—balanced distribution of load.

The patented Autocar *double reduction gear* (rear axle drive) is used in all Autocar motor trucks.

THE AUTOCAR COMPANY, Ardmore, Pa.

Established
1897

The Autocar Sales and Service Company

New York
Brooklyn
Bronx
Newark
Boston

Providence
Worcester
New Haven
Philadelphia
Allentown

Wilmington
Chicago
St. Louis
Atlantic City

Pittsburgh
Baltimore
Washington
Los Angeles

San Francisco
San Diego
Sacramento
Fresno
Stockton

Represented by these Factory Branches, with Dealers in other cities

Autocar

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TRANSFER & STORAGE

Established in 1902 as The Team Owners' Review

PUBLISHED MONTHLY BY THE

Transfer and Storage Publishing Corporation

U. P. C. Building, 239 West 39th Street, New York City

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Subscription Rates

United States and Canada.....	\$2.00 per year
Foreign Countries	\$3.00 per Year
Single Copies	\$.20 each

Advertisements

Changes in copy for advertisements in the next issue to be in the office of publication not later than 10 days before date of publication.

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NEW YORK.....324 Whitehall Bldg.	PHILADELPHIA....272 Drexel Bldg.
PITTSBURGH.....437 Oliver Bldg.	DETROIT.....527 Ford Bldg.
ST. LOUIS. 1537 Boatmen's Bk. Bldg.	SEATTLE.....402 Arctic Bldg.



A LADY

recently came to one of our offices, unsolicited, for the purpose of arranging for the shipment of a lot of household goods to the West. Nothing particularly significant about that—many people come to us for the same purpose. But **there was something really significant** in connection with the transaction in this instance.

This was not the Lady's first call on us for the same purpose, neither was it her second, but it was the **third**; and, as she explained, her call was as much for the purpose of expressing her satisfaction in connection with her two previous shipments, as to arrange for her third shipment.

Thus showing that "JUDSON SERVICE" is not a mere slogan, but that, as indicated by the experience of the lady referred to, "JUDSON SERVICE" stands for "Satisfactory Service."

Confidence in our ability to satisfy Warehousemen and their patrons justifies us in asking you to forward your Western shipments of **household goods** and **automobiles** in our care, with the assurance that you will be satisfied and that your patrons will be equally well pleased.

If you know what "JUDSON SERVICE" is you will not hesitate in doing so. If you do not know, we respectfully seek the privilege of demonstrating it to you.

For information write nearest office.

Judson Freight Forwarding Co.

FEDERAL

One to Five Ton Capacities

Five Years' Truck Experience

After five years' experience with Federal trucks, the Cathcart Transfer and Storage Co. of Atlanta, Ga., pays the following high tribute: "It is now exactly five years since we ordered our first Federal. It was only twenty-nine days till our order went in for 'Another Federal,' and we are now using seven.

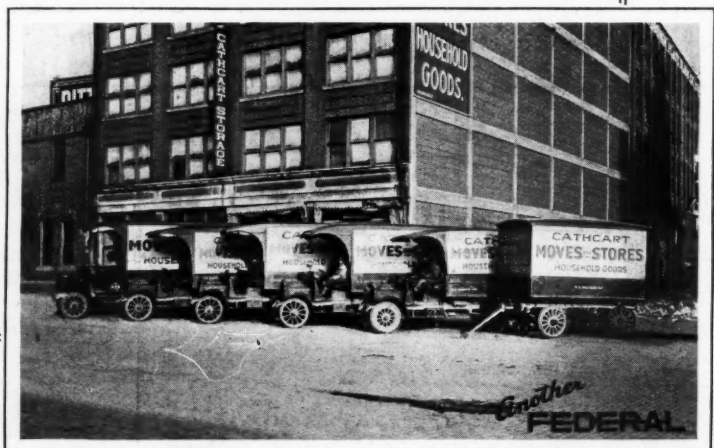
"Only last week we took down our 3½ tonner, which is three years old, and to our surprise no part of the truck needed a part replaced. We reassembled it and put it out on a 208-mile trip. The Federals have been very satisfactory, and you may enter our order for 'Another Federal.'"

Write for "Traffic News," an interesting magazine of truck haulage, which will be mailed without charge.

FEDERAL MOTOR TRUCK COMPANY
57 FEDERAL STREET DETROIT, MICHIGAN

Five of the seven
Federals and one
trailer, owned by
the Cathcart
Transfer and
Storage Co., At-
lanta, Ga.

"Shorten the
miles to market
—build better
roads."



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TRANSFER & STORAGE

PUBLISHED MONTHLY

Entered as Second Class Matter, January 29, 1916, at the Post Office at New York, New York, under the Act of March 3, 1879



Volume XVIII

NEW YORK, JUNE, 1919

No. 6

Why National Distributors Have Substituted Public Warehouses for Own Branches

Of the 750,000 Retailers in the United States 656,250 or 87.5 Per Cent Purchase Stocks in Small Quantities

To Serve Jobber and Retailer National Distributor Utilizes Twenty-three Public Warehouses in Twenty-one Cities—The Purchase of the Average Jobber is \$100 Worth of Goods Per Month—\$2.55 is the Retailers' Average

THE practice of retailers purchasing stocks in very small quantities is one of the major fundamentals why national distributors have discontinued their own distributing branches and substituted the use of public warehouses.

One national distributor estimates that 87.5 per cent of all retailers follow the practice of making small purchases, which fact makes it imperative to use a number of warehouses much in excess of the number of branches that such a company could possibly maintain. This distributor estimates that of the 750,000 retailers in the United States, at least 656,250 make their purchases in small quantities. In other words, 87.5 per cent of them follow the small-purchase practice.

With such a situation it is not surprising that a national distributor such as Bon Ami, whose product is marketed largely through retail grocers of which

there are 360,000, should conclude that 315,000 of these are small-purchase buyers, purchasing an average of 3 dozen or \$2.55 worth of goods per month, and as such, a system of warehouse to give quick and efficient distribution over the entire country has to be used instead of branches.

Besides, the jobber who also plays an important part in the distributing and marketing of Bon Ami purchases a monthly average of forty cases containing 10 gross, valued at \$100, thus showing the further need of a quick and efficient distributing system.

The company uses twenty-three public distributing warehouses in twenty-one different cities in the United States and Canada, and from this chain is able to give quick distribution in small lots to any part of the country within a period of 2 days. The turnover at these warehouses average one car weighing approximately 36,000

Analysis of Bon Ami System

1. *Discontinued own distributing branches and substituted twenty-three public warehouses in Twenty-one cities.*
2. *Enables distributor to secure carload rating from factory to distributing point.*
3. *Can deliver goods to any section in the country within a period of 2 days.*
4. *Enables distributor to keep in close touch with the trade.*
5. *Have reduced distributing cost from 60 cents per gross to 35 cents—a reduction of 30 cents or 41 2/3 per cent per gross.*

lb.—1,028 cases of powder or 1,384 cases of cake soap between one and 10 weeks, the quickest turn-over being one car a week in Chicago and the longest, one car in 10 weeks at St. Paul, Minn.

Bon Ami has not always been a believer in warehouse distribution. For 23 years it maintained branches in New York and Chicago, and a distributing broker for the Pacific Coast trade. This method of distribution sufficed until 1912, when the company was convinced that not only was it too costly but the service was not adequate. Since 1912 the public warehouse has been used with the result that a chain of twenty-three is utilized to-day.

Customers Poorly Served Under Old Régime

Under the old branch régime, previous to 1912, the only sections adequately served were those in the vicinity of its branches. From the Chicago branch the West and Central West received its service. The New York section was served from the New York branch excepting in cases of carload lots which were shipped direct from the factory in New England. The Pacific Coast was served by a San Francisco broker. By this distributing system the greater part of the country was very poorly served, especially those sections furthest from the factory or branches. In making deliveries to cities other than those where the branches were located, the average time for transporting the goods was about one week.

Proportionate with the increase in business came the consciousness on the part of the company of the very great cost of distribution in many sections. A brief investigation in 1912 convinced them that even in cities like New York and Chicago, where the Bon Ami has its own warehouses, that their cost of distribution was higher than that of the public warehouses in the same cities. Soon after making this discovery the company disposed of its New York warehouse, as well as the teaming organization that served it, and turned the business over to a public warehouseman. Short service with the public warehouse in New York led to similar steps being taken in Chicago and on the Pacific Coast.

Reduces Distribution Cost \$25,000

Under the public warehouse system Bon Ami estimates that in the first year its cost of distribution was reduced \$25,000 under the warehouseman's system as compared with its own system. The cost per gross on distributing Bon Ami was cut from 60 cents to 35 cents in the first year. This reduction of 30 cents per gross represents a saving of $41\frac{2}{3}$ per cent on the distributing cost.

Not only has the cost of distribution by turning the business over to the public warehouse been reduced but the character of service greatly increased, due to the use of twenty-three warehouses, instead of three branches. Under the old régime the South was the most poorly served section, and merchandise had to be ordered direct from the factory and shipped

1.c1. from factory to destination, taking between a week and a half and 2 weeks after the order was mailed. The entire chain of twenty-three warehouses was not built up in a single month or year. A few were established and spot stocks carried. At the start these were mostly along the Pacific Coast. Later warehouses were used in various centers in the Mississippi Valley and still later in the South, until the complete chain of twenty-three in twenty-one cities was developed. The cities are:

Boston, Mass., Buffalo, N. Y., Butte, Mont., Chicago, Ill., Cincinnati, O., Cleveland, O., Denver, Col., Galveston, Texas, Kansas City, Mo., Los Angeles, Cal., New York, N. Y., three plants; Portland, Ore., San Francisco, Cal., Savannah, Ga., Seattle, Wash., Spokane, Wash., St. Louis, Mo., St. Paul, Minn., Montreal, P. Q., Canada, Vancouver, B. C., Canada, Winnipeg, Canada.

The advantages accruing not only to Bon Ami but to its customers from this warehouse distribution scheme are the same that have been experienced by many national distributors who have followed the same plan. Shipments from the factory in less-than-carload lots have been eliminated, with the exception of the small shipment to New England, Eastern Pennsylvania and New Jersey.

The jobber and retailer make their purchases from the warehouses in small lots to fit their conditions.

Warehouse Can Always Furnish Stock

The jobber or retailer is rarely out of stock and should he be completely out it is but a short time and never over 2 days before he can have fresh supplies from the warehouse, even though he is located in a city other than where the warehouse is located. In this way the retailer never has too much capital invested in any one class of goods, which also applies to the jobber.

Bon Ami is one of the many national distributors to recognize that a national distributor not only must carry spot stocks in public warehouses wherever possible, but there should also be a sales department to supervise the work of the investigators, and an advertising campaign carried on at all times. The investigators or scouts are given a certain territory, and it is the work of these men to keep in direct touch with the trade, paying particular attention to the section where the sales drop off, ascertaining the cause, whether because of competition or poor distribution. After such information is secured, the investigator notifies the main office where a special campaign is planned. These plans may mean a change of warehouse or an especially worked out advertising campaign which will appeal to the public in that section.

Such a policy brings the manufacturer in close contact with not only the jobber but also the retailer and the consumer. No matter how well known a product may be it will only sell a certain length of time without aggressive methods such as embraced in one and



THE solid squares indicate the twenty-three public warehouses used by Bon Ami in the distributing of its products. All goods are shipped from the factory to the warehouses in carload lots. The only sections that are not served by public warehouses are New England, eastern Pennsylvania and a portion of New Jersey. Goods to these sections are shipped l.c.l. direct from the factory. By utilizing the public warehouse system Bon Ami has been able to reduce its distributing cost from 60 cents per gross to 35 cents—a net saving of 41 2-3 per cent per gross. The first year it used public warehouses it saved \$25,000 in its distribution

all of these activities. A manufacturer cannot expect a jobber or broker to carry on his business just as he would himself. Whether the manufacturer distributes through a jobber, a warehouse, or direct from the factory, he must be in touch with the consumer, and he must carry spot stocks in those sections of the country which give quickest delivery to the retailer.

Bon Ami Has Tried Three Systems

Three systems have been used in the physical distribution of the Bon Ami product, an analysis of these being as follows:

First.—The operating of its own warehouses or branches for carrying spot stocks in two sections. These plants which were in New York and Chicago were served by their own delivery system. This system necessitated the employing of its own warehouse, labor clerks, drivers, etc., bringing its distribution expenses up to an enormous amount.

Second.—Bon Ami employed the services of the broker to carry spot stock and to market the goods, and while the percentage paid the broker was very small it consumed an exceptionally large portion of the profits. The class of service given the retailer was also very poor.

Third.—After the system of carrying spot stock

at public warehouses in central distributing points, the problems of the first two systems were entirely eliminated. Thus Bon Ami was able to eliminate the operating of its own branches, keep its stock on the road so that the warehouse would never be without a supply, the latter enabling the jobber and the retailer to be served efficiently. In fact, this method of distributing has enabled Bon Ami to always keep one step ahead of needs of the trade.

Eliminating Loss to Stored Foodstuffs

INSPECTION of warehouses and mills where food supplies are stored has been part of the important work of the Bureau of Entomology, United States Department of Agriculture during the past few years. Because of the general food need in this country and of the Allied countries, the bureau has disseminated information regarding the proper method of storing foodstuffs.

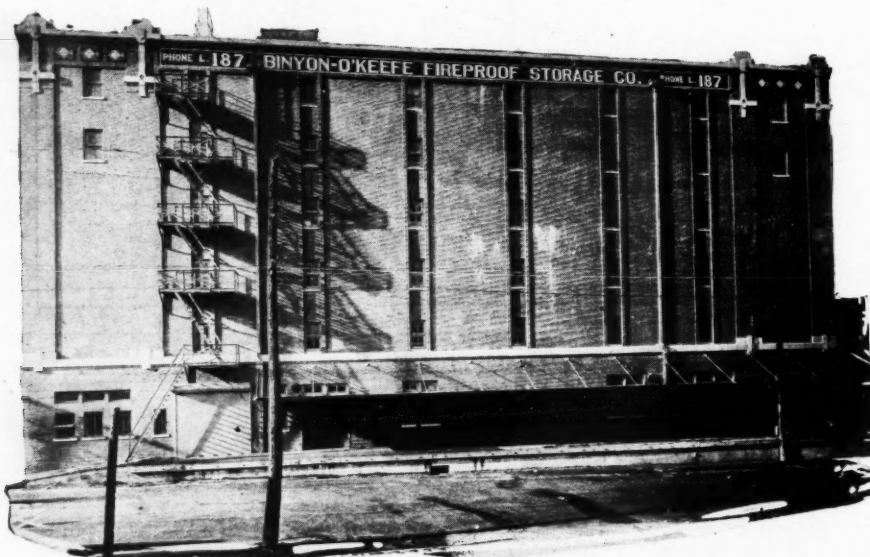
Large supplies of food have been seriously affected by not being properly handled or stored. The owners of such warehouses and others handling foodstuffs have been advised how to prevent further losses. This service has been extended to warehousemen and farmers, particularly those storing beans, peas, corn, wheat flour and rice.

Five Basic Principles of Business

How One Warehouseman Used Them to Own Advantage

THE PRINCIPLES

- 1 Establish business on a sound basis
- 2 Aim to give efficient service
- 3 Compute all rates on a fair basis
- 4 Look at yourself as the customer
- 5 Keep firm's name before the public



The combination merchandise and household goods plant operated by the Binyon-O'Keefe Fireproof Storage Co., Fort Worth, Tex.

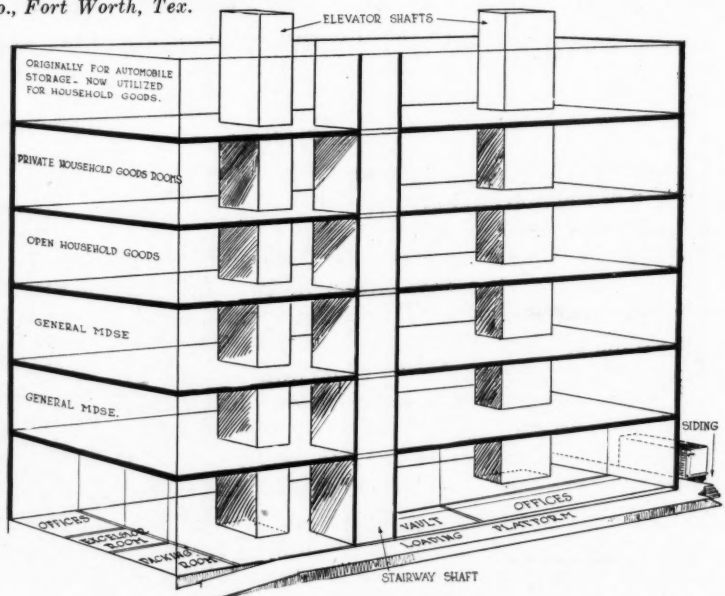
tion merchandise and household goods warehouses in that section, having a plant containing over 118,000 sq. ft., of storage space. The turnover of the company's business averages eight carloads of general merchandise per day, about three carloads of which are received and reshipped to various consignees the same day of arrival without being taken into the warehouse.

Besides having adopted such standards, the company has also made a study of the most economical method of handling the goods in and out of the warehouses—thus enabling it to turn over the goods in a very short period without delays,

ESTABLISH your business on a sound basis. Adopt a policy of always aiming to handle all business in an efficient manner. Handle all transactions just as if you were the manufacturer, seller or owner of the goods yourself. Base the rates so that they will be fair to the customer and at the same time give you a fair income on your investment. Keep the firm's name before the public by advertising in the daily newspapers, distributing circulars, pamphlets, etc. These are the five fundamental principles upon which the Binyon-O'Keefe Fireproof Storage Co., Fort Worth, Texas, founded its business.

It was by following such standards that the company has been able to keep pace with the growth of that section of Texas.

It was by following such standards the company has increased its business so that it now operates one of the largest combina-



A perspective showing the general layout of the Binyon-O'Keefe plant. The first floor is used for heavy and fast moving merchandise

congestion or added expense. This was accomplished by laying out the building so that one side would be utilized for handling goods to and from freight cars and the other side for trucks and wagons. The elevators are also located so that the movement of goods is reduced to a minimum when handling them either in the plant or to either of the loading platforms. In addition, it estimated its growth for 10 years, taking figures of previous years and thus constructed its plant accordingly.

The Binyon-O'Keefe company was established by J. W. Binyon, Sr., over a quarter of a century ago as a general drayage business. The total equipment or facilities at that time consisted of four teams and a small office at one of the railroad terminals. The city being small there was little need of warehouse facilities outside of those operated by the railroads. After operating this business for a number of years, the firm became known as the Binyon-O'Keefe Fireproof Storage Co., at which time a small plant was secured for the handling of general merchandise and household goods.

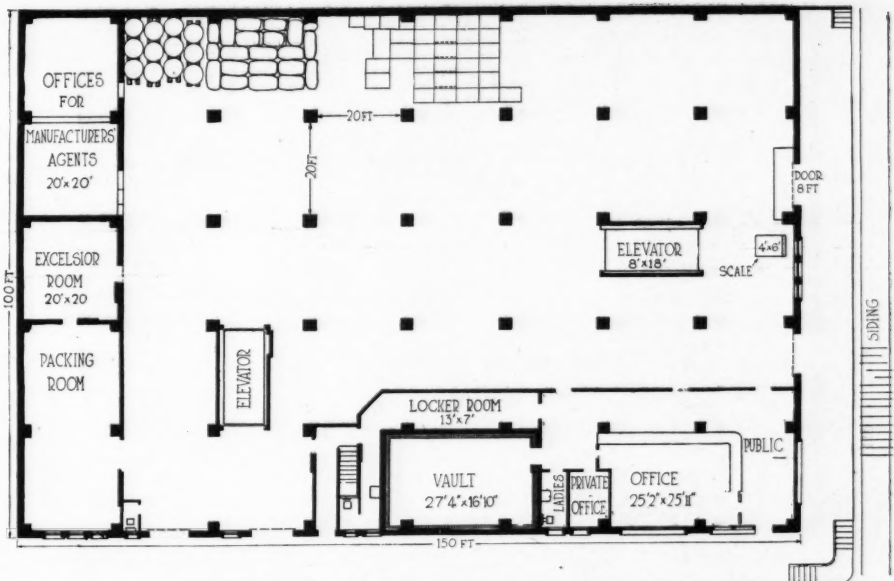
As with the drayage business, the new activity also increased very rapidly due to the fact that the company made it an aim to give the patrons as efficient service as possible. It first solicited among the local manufacturers, brokers, jobbers and retailers to secure new business. By following this method, it was able to expand its activities very rapidly to the extent that it had to secure

larger and more adequate quarters about every three years until 1917, at which time a new six-story warehouse, 100 x 150 ft., valued at \$190,000 was constructed.

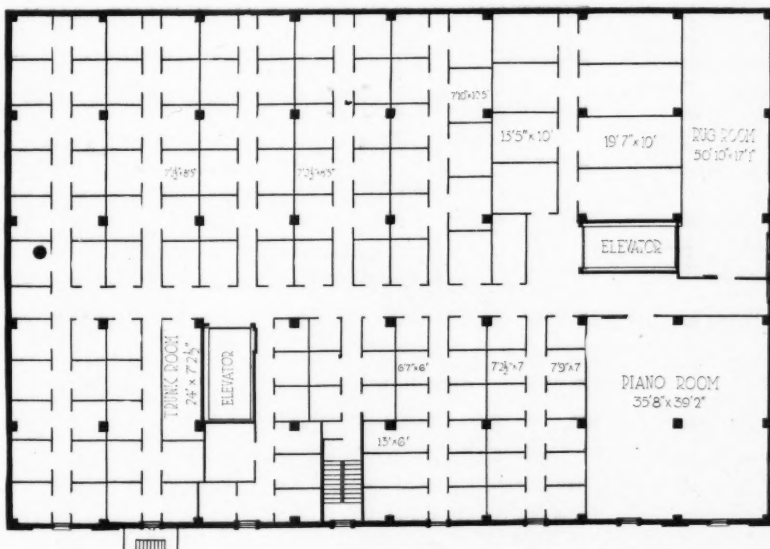
After this building was erected the heads of the company set about to secure additional business to fill the plant. In doing this, they saw that it would be almost impossible to do so if the business was confined to the local trade. They therefore solicited not only the manufacturers in other sections serving that particular vicinity, but also the broker and jobber within a radius of 100 miles and who could carry spot stocks in a nearby warehouse.

To secure this business, the company worked out statistics showing at what rate it could handle various commodities as compared to the expense of a manufacturer, broker or jobber operating his own plant. In other words, its figures being much lower than that of the manufacturer, broker, jobber or retailer, it was able to convince them that with its adequate facilities it could handle the goods at a minimum amount of labor and expense—thus effect a material saving as compared with the other method of these firms operating their own warehouse, employing their own labor, and clerks, and paying a rental on the complete building whether it was fully occupied the year round or not. Besides being able to sell the idea to the manufacturer that the carrying of spot stocks in Fort Worth would effect a large saving, it also pointed out that the consumer would receive a better service thus eliminating much competition.

By carrying on an extensive cam-



Plan showing the layout of the offices, vault, elevators, packing room, offices for manufacturers' agents, loading platforms, etc. The storage space on this floor is allotted to heavy and fast moving merchandise



The third floor is utilized for private household goods storage rooms. Note the large amount of space given over to the piano and rug rooms



A section of the first floor, showing the method used in stacking barrels four high by a piling machine. Note the width of the center aisle, thus enabling goods to be moved in and out without any congestion

paign along these lines, the company was able to secure the handling of spot stocks for a large number of manufacturers. Besides carrying on this activity, the company was also successful in showing the manufacturer how he could save an enormous amount in freight charges by shipping in pool car lots to Fort Worth and from there reship l.c.l. to the broker, jobber, retailer or consumer as the case may be—thus securing the carload rating between the factory and Fort Worth.

During the past two years this activity has increased over 100 per cent. The Binyon people now handle on an average of eight carloads per day, five of which are placed in the warehouse and held until ordered out by the manufacturer or the buyer, while the other three cars are reshipped l.c.l. to various localities in that section of the country the same day of their arrival.

The increase in this activity was not solely due to the methods by which the company secured the business, but to the system adopted in handling the goods and the attention given it after it was secured. The particular aim was to handle the business just as if the company were the manufacturer or seller of the goods, and in this way pleased the patron to the extent that he had confidence in the ability of the warehouse to handle the business on a satisfactory basis. This method, no doubt, has enabled the company to secure much business which would otherwise, under ordinary handling have been shipped direct to the consumer and not to the warehouse.

The rates for carrying spot stocks for the manufacturer and for handling pool car shipments are contracted for on a flat basis of so much per 100 lbs., for labor, distributing, marking and reshipping. In addition to this, a charge is made for drayage to the depots or the consignee's place of business. These rates range between 5 cents and 10 cents per 100 lbs., based on the character of the goods with a minimum charge of 50 cents for each delivery.

Practically the same methods are employed in securing additional household goods business. Here the company adopted standard rates, printed in a booklet form which was distributed widely. This method also assisted in securing household goods moving and storage busi-

ness for the reason that the customer knew just what the rates were for ordinary work before he called upon the company to get an estimate. The rates for household goods storage range between \$4 for a room 7 ft. 2 in. x 8 ft. 5 in. to \$20 for a room 19 ft. 7 in. x 8 ft. 5 in., this rate representing about 6 cents per sq. ft.

The company operates two warehouses, one six stories, 150 x 100 ft. of concrete construction, containing 90,000 sq. ft. of floor space, and erected at a cost of \$190,000, the other a one-story plant containing 28,000 sq. ft. of space, thus giving the company a total capacity of 118,000 sq. ft. The smaller building is equipped with a siding on the Chicago, Rock Island & Gulf, and the larger on the Texas and Pacific Rail-

ways. These buildings have a siding capacity of eight cars.

In the constructing of the larger plant, the company made a study of warehouse designs and concluded that the method of moving the goods was one of the most important items to consider in erecting a plant of this nature. By its statistics of business done in previous years, it concluded that a six-story plant containing 90,000 sq. ft. of space would give the company adequate facilities for at least 10 years. The outcome of these investigations also indicated that:

It was unnecessary to construct a basement.

The second and third floors should carry a live load of 250 lbs. per sq. ft., and the fourth, fifth and sixth, 150 lbs. per sq. ft.

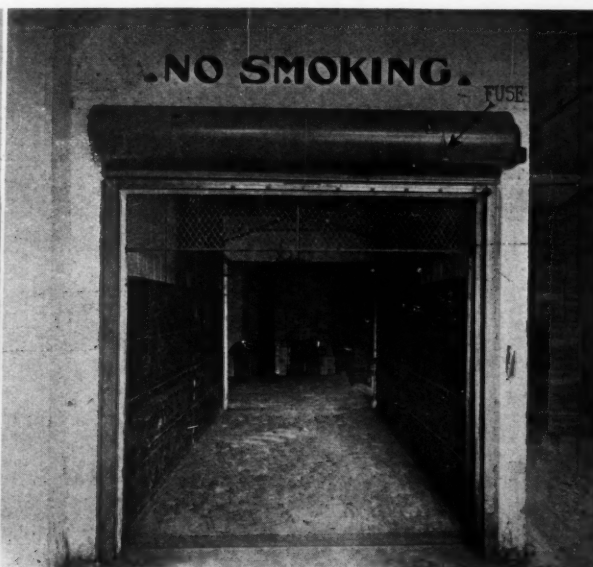
The column spacing should be approximately 20 ft.

The height of the first floor ceiling should be 13 ft. and those above 11 ft.

There should be two loading platforms at least 7 ft.



The second floor, where general merchandise that does not turn over so quickly is stored



All doors and windows are equipped with an automatic closing device in case of fire. The arrow in each of these illustrations shows the location of the fuse. The fuse melts after the temperature reaches 160 degrees.

wide, one to handle the goods from or to the freight cars and the other for teams.

The elevators should be 8 x 18 ft., of 5 tons capacity, with a door at each end, and that they should be located not more than 20 ft. away from the delivery doors.

By constructing the plant along such lines, the company is able to receive goods from the freight car, deliver them into any portion of the warehouse by one elevator and at the same time remove goods from the plant and deliver them to the waiting vehicles at the loading platforms by using the other elevator—thus eliminating any congestion in the two movements.

The first floor is given over to the offices, a vault 27 ft. 4 in. x 20 ft. for the storage of silver and other valuables, a 20 ft. sq. packing room, adjoining two other rooms which are used for excelsior, packing materials, etc. The rest of this floor is allotted to the handling of heavy and fast moving merchandise—that is, goods that turn over very quickly. In addition to this there are three other rooms which have been especially fitted as offices for manufacturers' agents.

The second and third floors are allotted to the storage of general merchandise that does not move so freely. On these floors are stored silo parts, oils, new furniture, flour, bran and various other commodities.

The fourth, fifth and sixth floors are used for the storage of household goods, the fifth being divided into 250 private rooms ranging from 7 ft. 2 in. x 8 ft. 5 in. to 8 ft. 5 in. x 19 ft. 7 in. On this floor is also the piano room which is 35 ft. 8 in. x 39 ft. 2 in., having a capacity of 125 instruments. This room is kept at a temperature of 50 degree Fahrenheit. Directly opposite the piano room is that of the rug room which is 17 ft. 1 in. x 50 ft. 10 in. It is equipped with special racks for the storage of carpets, rugs, etc. It is equipped with a device which chemically treats the air, thus preventing moths, etc. There is also a room equipped with special racks for the storing of trunks on this floor.

When the building was first constructed it was the intentions of the officials of the company to utilize the

sixth floor for the storage of automobiles, etc., but the household goods business had increased so rapidly this space had to be turned over to that activity and a new plant secured for automobile storage. For this class of business a rate of \$4 per month is charged for each automobile in lots of ten or over and \$6 per month for a single car.

While the building itself is of concrete construction all windows and doors are equipped with a fuse which melts after the temperature reaches a certain degree—thus closing them automatically.

Pile to Floor Carrying Capacity

No rules have been adopted as to the height of piling the goods. In this the company utilizes revolvator machines for stacking barrels, rolls of paper and any other heavy goods. All goods are piled as high as the floor carrying capacity will permit. Another device used is that of a transveyor in connection with the platform. The goods are piled on these wooden platforms at the freight cars and a transveyor placed under them and moves them to any section of the building. The goods are left on these platforms until they are ordered out at which time the transveyor is again brought into use and a complete pile hauled to the siding or delivery platform. Another device used is an electric saw for crating.

During the past week the company purchased an entire block measuring 250 ft. sq. for a consideration of \$27,500 and is now constructing a plant which will be utilized as a garage and barn. In this building will be installed a repair department and a paint shop which will be equipped with all modern machinery for carrying on such an activity. In this plant a gasoline filling station will also be installed so that the truck's tank can be filled with gasoline each morning before starting out on its day's work. The company's truck fleet is made up of two 2-ton Service trucks; a 3½-ton Acme; a 1½-ton White; two 2½-ton; four 3½-ton; and one 6½-ton Packard; two Fords and one Buick of 1-ton capacity and two Troy trailers of 3½-ton and 5½-ton capacity.



Why Distributor Should Study Railroading

IF a manufacturer or national distributor is to ship his products by the quickest route and at the lowest rate after the railroads are turned back to private ownership, it will be necessary for him to make a more extensive study of the rules, regulations, classifications, routes, etc., of railroading than heretofore.

During the period the railroad properties have been under Government control, the operating expenses have increased billions of dollars. The operating expenses under Government control were 85 per cent higher for the first three months of 1919 than during the same period of 1916, under private ownership. The freight rates have been increased close to 35 per cent, but even at that it has been estimated that appropriations for more than \$2,000,000,000 will be necessary to cover commitments falling due this fiscal year. Of course, the Government operated the roads during a war period, still 38 per cent more freight was handled their first three months this year as compared with 1916, under private ownership.

With the conditions prevailing, one of the foremost thoughts in the minds of the shipping experts is, what will be done after the roads are turned back to private ownership?

Will it be possible for the old regime to operate the roads at a profit unless many changes are made?

It hardly seems possible.

What will the private owners then do? Of course the thing that will be most natural—will be to ask for an increase in rates.

In presenting their side of the case, the private owners will say—you, the Government, have operated the roads for two years at a loss, even though you increased the freight rates approximately 35 per cent, and the passenger rates 50 per cent.

If you were unable to make ends meet under such conditions, how do you expect us? In all probability the roads will therefore be granted an increase.

This increase will affect every manufacturer and national distributor in that it will mean

either an increase in the sales price of the commodity shipped or a reduction in the manufacturers' profits. The latter will prevail for a short time or until the manufacturer concludes otherwise.

Now the fundamental principles of economical distribution or shipping are to get the commodity to the buyer or consumer as quickly as possible and at as low a rate as possible.

These principles involve the proper method of packing, marking, stowing in car, routing over the shortest line to destination and an efficient and economical method of delivering to the buyer or consumer.

The same principles which apply to carload shipments also apply to less-than-carload lots with the exception that the latter often involve an expenditure which is unnecessary if a number of shipments to various consignees can be made up in pool cars and routed to one distributing point, thus securing the carload rating over a greater portion of the route.

This pool car is routed to a central point where the goods are reshipped l.c.l. to the various consignees. Pool car shipping involves a great deal of study—that is, the working out of the rates according to the classification from the destination of the carload point to the ultimate destination of the goods as compared to shipping l.c.l. direct to destination.

Still another method of distribution, one that is being used more extensively daily, is the shipping of carloads to public warehouses located at central distributing points.

Taking into consideration an increase in freight rates with these things, it will mean that the manufacturer or national distributor will have to give considerably more attention to the distribution of his products than he has heretofore given to the production of his goods. In other words, it will be necessary for him to have a traffic department headed by a railroading expert as well as his sales, purchasing department, etc., those he now has, if he is to distribute his products efficiently and economically and thus be able to compete with his competitors.

REVIEW OF THE INDUSTRY

Analysis of Industry in Eighteen Cities Indicate Three Major Problems

Restlessness of Labor—Lack of New Business—Unintelligent Competition

88 Per Cent of Merchandise and 89 Per Cent of Household Goods Space Occupied

AN analysis of the warehouse industry in eighteen of the most important cities in seventeen states indicates the greatest problems are the restlessness of labor, the demand for new business and unintelligent competition where there is a falling market for space.

While there has been a falling market for general merchandise space in many localities, the percentage occupied is about the same as in April, due to the increase demand for bonded and cold storage facilities. During May, 88 per cent of the merchandise storage space was occupied in the eighteen cities, a slight increase over April.

The household goods branch of the industry is practically the same as April, there being 89.5 per cent of the space occupied, as compared to 88.8 per cent in April. There is, and is expected to be a rising market for household goods space for some time to come.

The household goods moving picked up quite considerable during the past month. This was due to the usual spring moving, but because of the shortage of houses and apartments, and high rents, the outlook in this branch is not very bright until new buildings have been erected.

Unintelligent Competition

According to reports from the seventeen states, warehousemen in the following sections are confronted with labor problems: Washington, Texas, Rhode Island, Minnesota, Michigan, New York, Maryland and Nebraska. Unintelligent competition is particularly noticeable in Tennessee and New York.

Between 85 per cent and 90 per cent of the merchandise space and practically the same proportion of household goods facilities are occupied in Denver, Col. Reports indicate that there is little vacant space to be had in private household goods storage. Efficient labor is plentiful.

Merchandise warehousemen at Des Moines, Iowa, have been very active during the past month. This business is very satisfactory to the warehousemen with the exception of their cartage departments, the latter activities having dropped off considerably. Sugar is possibly furnishing the largest amount of business. While there

is still ample facilities at the household goods plant, there has been a steady increase for space. This is partly accounted for by the fact that Des Moines is decidedly short of rental properties, the shortage amounting to at least 1,000 houses.

The merchandise and household goods plant at Hartford and Stamford, Conn., are filled to capacity with a falling market for merchandise and a rising for household goods space.

At Baltimore, Md., there has been a slight decrease in the demand for merchandise facilities. Eighty-two per cent of the space is occupied. At this time there is a rising market for space. The principal goods handled during May were flour, general grocers' supplies, beans, potash and tobacco.

Shipping Conditions Improving

According to reports there has been a slight decrease in the demand for merchandise facilities at Boston, Mass. The plants in that section are about 85 per cent occupied. There has also been a very marked decline for cold storage facilities, particularly in the storage of butter, meats and fish. There has been a large gain in poultry. The figures for May show about 17,750,000 lbs. of foods in cold storage plants. Last year, due to the war and the big demand for our Army and the Allies, the warehouses in that section were filled to capacity with fish and meat. Shipping conditions are improving in that section. Within the past week thousands of tons of food has been sent overseas from Boston.

Because of the lack of buildings there is a scarcity of household goods storage space. The increase in rents has forced many people to place their household effects in storage for the present, and the indications are that they will be forced to keep them there for some time. Although there has been a material change in labor, it is not satisfactory. In fact, much of it is very inefficient.

Eighty per cent of the merchandise and 95 per cent of the household goods space is occupied at Detroit, Mich. According to reports the merchandise figures show a slight decline as compared with April. Many of the household goods plants have been filled to capacity

for many months, with a continued demand for such facilities. Household goods moving has been very brisk during May, but a number of warehousemen anticipate that there will be a falling off, owing to the scarcity of houses and apartments. Detroit's greatest problem is the poor labor it is getting at exceptionally high wages.

At Fort Worth, Texas, the large merchandise and household goods plants are 95 per cent occupied, with a rising market for additional facilities. The increased demand for merchandise space has been due to the oil boom in that section. Labor conditions are unsettled.

During the past few months there has been a gradual demand for merchandise space in Chattanooga, Tenn., about 84 per cent of the facilities being occupied. This also applies to household goods storage, due to the shortage of new houses. There is plenty of cheap labor, but it is very inefficient and not capable of handling household goods. The moving activities have increased slightly during the past month. The principal problem in that city is unintelligent competition, few moving men having any conception of operating costs and how to base rates.

There has been a gradual decline for general merchandise facilities at New York. Eighty-two per cent of the space was utilized in May, while 91.6 per cent was occupied during April. Many companies that entered the business during the war period, firms that charged four and five times the usual rates, have been unable to get any business, and are now either going into bankruptcy or leaving it for some other line. During the past month a large number of such companies have retired from business. This has turned a lot of business over to the reliable warehousemen, although there is still a falling market. The largest movement of goods has been canned goods and cereals. There is a good demand for bonded and cold storage facilities.

Few changes noticeable in the household goods warehouses. These plants have been filled to capacity for many months. Moving picked up during the past month, but there was a vast difference between this spring and a few years ago. This activity will be dull until new houses and apartments are constructed. New York is confronted with a greater number of problems than any other city in the country. While labor is plentiful, it is very inefficient. Many of the most reliable companies are doing their utmost to secure new business. The latter condition has caused many of the smaller firms to cut rates in order to secure business.

Columbia Has Active Month

All branches of the transfer and storage business in Columbia, Ohio, have been active during the past month, and on a whole the business in that section has been very satisfactory. Practically all merchandise plants are filled to capacity. The movement of general foodstuffs has been especially heavy. Building materials are also being stored in large quantities. Automobile storage is not so heavy as formerly, due to the fact that there is a shortage of cars in that territory. The storage of grain has also decreased, although the movement of hay has been very good. The largest movement of goods into storage has been sugar, canned goods and stoves. This is a different type of storage as compared to previous years, especially in the case of sugar.

In the household goods activities there is a better

outward movement than that coming into the city. This is the reverse, as compared with a month ago. Even with this condition practically all household goods plants are filled to capacity. Both the merchandise and household goods warehousemen have increased their rates during the past few months.

Conditions at Oklahoma City, Okla., are about the same to-day as they have been during the past year, the largest merchandise plants being approximately 100 per cent occupied. There is still a rising market for space. The problem in that section is retaining good labor.

At St. Louis, Mo., there is a rising market for household goods, storage and moving. One of the largest plants has 92 per cent of its facilities occupied. Labor conditions are peaceful. The most difficult problem confronting the household goods men is the scarcity of dwellings. The plants are 90 per cent occupied.

At Minneapolis, Minn., the merchandise plants are 85 per cent occupied. This is about the same as during April, although the warehousemen expect that there will be a decline due to the tendency on the part of the manufacturers to reduce their stocks to the lowest volume in anticipation of falling prices for various commodities. Automobile storage has fallen off considerable, because the manufacturers have been unable to furnish enough cars to supply the demand. The Minneapolis warehousemen's greatest problems have been to keep business at its normal volume in face with the advertised conditions, and to obtain efficient labor.

Good Demand for H. H. G. Space

Approximately 70 per cent of the merchandise and 80 per cent of the household goods facilities are occupied at St. Paul, Minn. This is about the same as during the month of April.

Household goods moving has been active and very satisfactory during April and the early part of May, although during the latter part of May it dropped off considerable. Labor conditions, while not listed as unsettled, are very strong, and many of the warehousemen have made modern advances in wages.

The household goods warehouses at Seattle, Wash., have been 100 per cent occupied for the past few months. High wages paid for inefficient labor is the warehousemen's greatest problem in Seattle.

There is a good demand for both merchandise and household goods facilities at Lincoln, Neb. Approximately 95 per cent of the space in both branches are occupied.

Seventy per cent of the household goods space at Grand Island, Neb., is occupied. This is an increase over last month and also May, 1918. Labor conditions in this section are normal. Little moving is being done because of the shortage of houses.

Approximately 95 per cent of the household goods is occupied at Newport, R. I. Household goods moving has been better during May than at any time during the past 4 months. There is a shortage of houses and apartments in this section. The warehousemen's greatest problem is in securing packers.

At New Orleans, La., merchandise space is approximately 100 per cent occupied. The greatest movement of goods in this section has been rice, canned goods and export tobacco.

Reducing Garage Costs for Owners of Small Electric Fleets

New Plant Has Adequate Facilities and Modern Equipment for Handling Vehicles Efficiently—Full Service Is Sold at a Fixed Sum

TRANSFER and storage men owning electric trucks in New York City, who operate small fleets of two or three vehicles and who do not wish to go to the expense of installing an electric charging outfit costing between \$600 and \$700 until such time as their fleets are increased, may now secure full garaging and charging facilities at a nominal fixed sum varying according to the size of the truck. The company which offers this service is the Edison Storage Battery Garage, Inc., operating a three-story and basement fireproof garage with a capacity of 110 trucks. The garage is centrally located and is equipped with all the most modern apparatus for handling efficiently and economically all types of electric vehicles.

The Edison Garage Company handles the vehicles under two distinct contracts, one of which gives a full service, including charging, and the other a full service with an extra charge of battery charging. The rates under the two forms of contracts are as follows:

FULL SERVICE, INCLUDING CHARGES

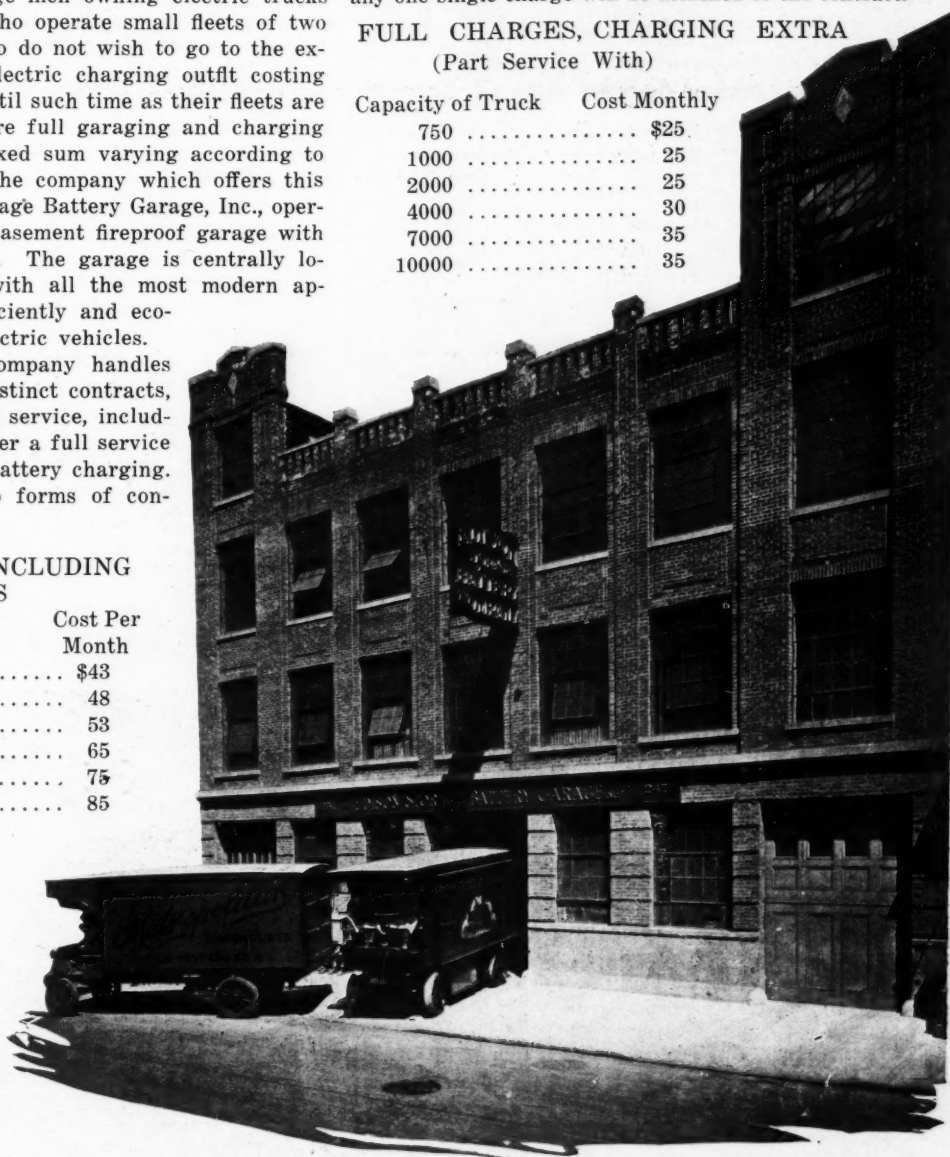
Lbs. Capacity of Truck	Cost Per Month
750	\$43
1000	48
2000	53
4000	65
7000	75
10000	85

These rates include housing, washing and polishing; oiling and greasing; monthly inspection of vehicle and battery; watering and regular charging of batteries. They do not include repairs to vehicle or battery or other service of any kind. Repairs are made only on a written order from the owner. A rider covering emergency repairs not to exceed \$25 for the cost of

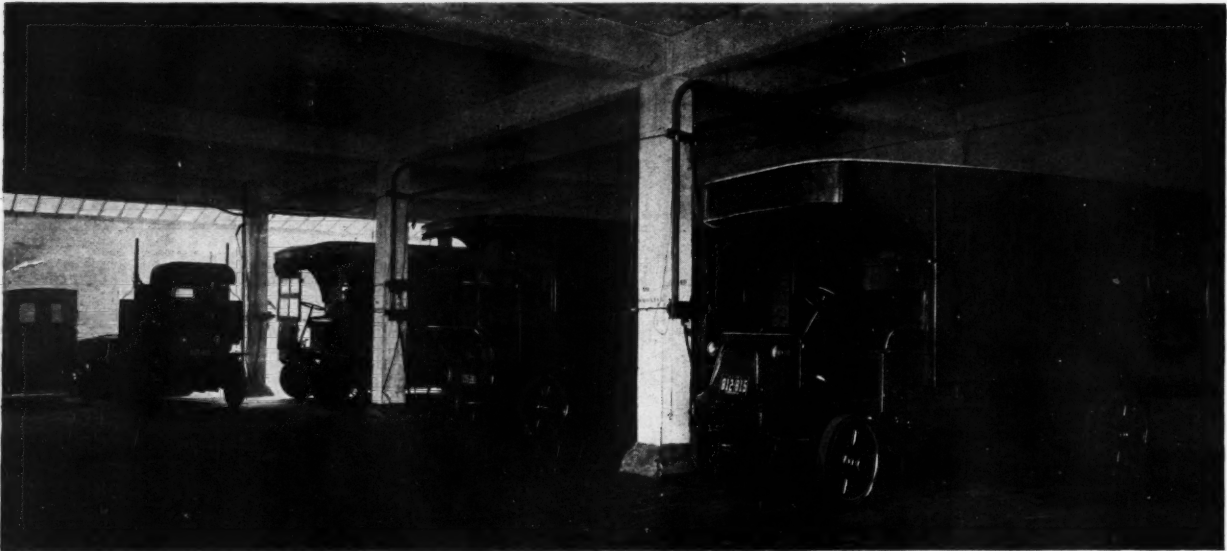
any one single charge will be attached to the contract.

FULL CHARGES, CHARGING EXTRA (Part Service With)

Capacity of Truck	Cost Monthly
750	\$25.
1000	25
2000	25
4000	30
7000	35
10000	35



Front view of the Edison garage, where transfer and storage men operating small fleets of electric trucks may secure full service, including charging, etc., at a nominal fixed sum. The garage has a capacity of 110 vehicles



The first floor of the garage is utilized for heavy trucks and those leaving first in the morning are placed near the entrance. This floor is well lighted by the glass transom shown in the background. Each column on this floor as well as the others is equipped with a charging outlet

These rates include the same service as the first contract, with the exception of charging the batteries. The cost for charging the batteries is 5 cents per kilowatt hour for current consumed. All repairs are charged for on the hourly basis plus material.

The evolution of this service has been due to the increased sales of electric trucks in fleets of two and three to the transfer and storage man and various other lines of activities in the Metropolitan area. The company's statistics show that between 85 and 100 electric vehicles have been purchased in less than 4 years by the warehouse industry alone, not including other lines of businesses. The figures also show that the number of electric vehicles has increased approximately 75 per cent in the field mentioned above during that period. In fact, during the past few years so many electric vehicles have been purchased that a shortage of garages having the necessary facilities for charging and taking care of the batteries resulted. This was especially noticeable in the central part of the city, where the greater number of electric vehicles were operated.

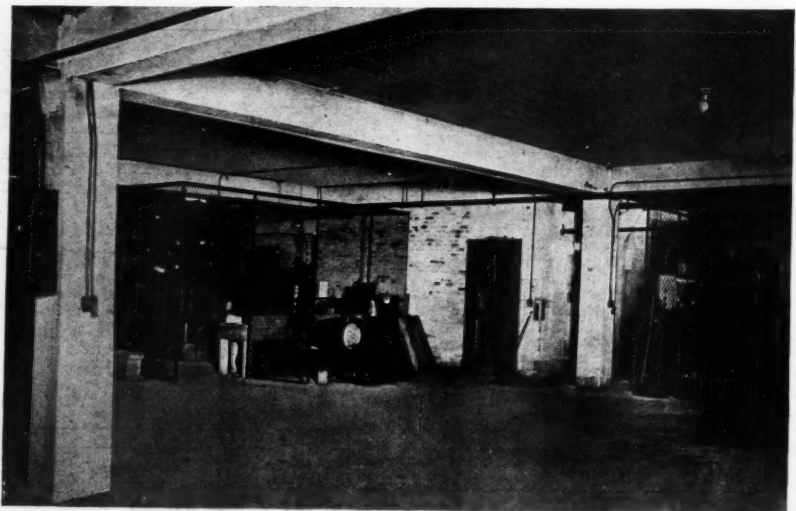
This shortage of garage space for these particular vehicles was such that at times the trucks had to be left in the street in front of the garages until midnight, when the vehicles having their batteries charged had the work completed and could be rolled out on the street to admit some of the waiting vehicles.

Of course, this affected few of the warehouse or transfer men, or other operators having large fleets of electrics, and who had sufficient space in the warehouse or other such facilities where they had installed their own charging sets. But few owners operating only one or two vehicles

have such apparatus. Besides, a charging outfit which will take care of two to five trucks will cost between \$600 and \$700, a sum which few wish to invest until they have over two vehicles.

The representatives of the Edison Storage Battery Co., Orange, N. J., of which the garage company is a subsidiary, who had charge of the New York section, saw that if this condition were allowed to exist for any length of time it would seriously affect the use of small fleets of electrics operated by transfer or storage men or other businesses in the New York City territory.

Realizing these facts, a new company was formed, known as the Edison Storage Battery Garage, Inc., and a three-story and basement fireproof garage, 69 by 100 ft., with a capacity of 110 trucks, was constructed in a central locality where the greater number of electric trucks are operated. The garage is equipped with



The basement is allotted to a large storeroom and repair shop. Here is shown a corner of the storeroom

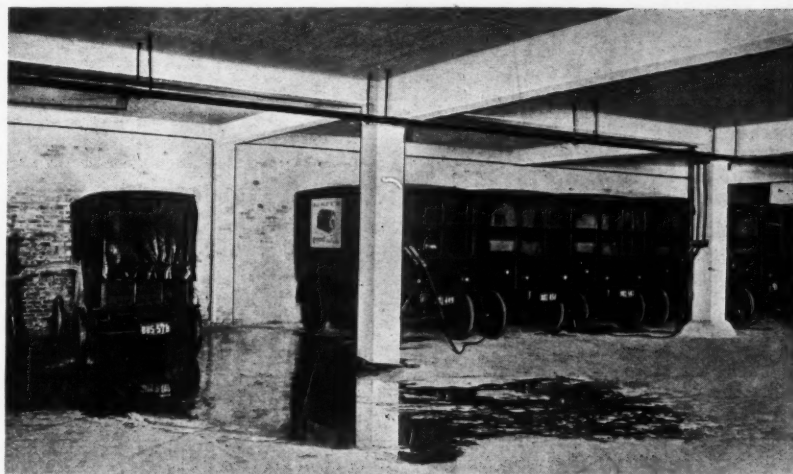
all modern apparatus for handling these vehicles efficiently and economically, thus giving the owner the best service possible.

For carrying on this work efficiently the company has equipped the garage with all modern devices for charging batteries, making repairs to trucks, and for the convenience of the employee and driver.

The basement is used for a store-room where a large stock of all truck parts are kept, a fireproof oil room, and a repair department, the latter being equipped with a drill press, lathe, hydraulic press, grinder and riveter, all electrically driven. In addition to these devices, the plant is also equipped with four-wheeled trucks for handling the batteries and a steam pump having a pressure of 60 lbs. for cleaning the batteries. The elevator is 10 x 14 ft. and has a capacity of 6 tons. All floors are heated by steam and equipped with a warm water system.

Two charging outfits, installed in an especially constructed room are utilized for charging the batteries. The larger set connects with forty-nine outlets installed on the first floor, and the smaller with seven outlets located in the basement. The forty-nine panel outfit cost the company approximately \$38,000. With these fifty-six outlets the company is able to charge 125 truck batteries during one night, allowing each battery between 3 and 5 hours.

A force of twenty-nine employees is employed to operate the garage, the men working on a night and day shift. On the day shift five men are employed in the battery room, one foreman, one floorman, one mechanic, two inspectors for field work, four clerks and an office manager. During the night one foreman is employed, one charger, two mechanics, two shifters, two flushers, one oiler and three field inspectors. In addition to being able to give its customers efficient service and increase its sales, the operation of the garage has enabled the company to reduce its inspection force less than half.



The second floor, where trucks with panel bodies are garaged. A special washstand is shown at the left. No driver is allowed to shift or touch any vehicle while in the garage, this work being done by shifters

Heretofore the company employed a large force of field inspectors whose work it was to call upon the various truck owners and inspect the batteries about once a month. Now the greater portion of this work has been eliminated, the vehicles now being brought to the garage during the slack period, at which time they are given the regular inspection.

The system under which the garage is operated is very efficient, having been worked out to the extent that it covers every detail involved in the housing, charging, repairing, etc., of the trucks. A clock system is employed for recording the vehicles as they come in or are taken out of the garage. The daily time card is also utilized for other work such as recording the number of cells charged, flushing, battery inspection and repairing, washing, polishing, oiling, greasing, vehicle inspection and repairing. At the end of the day the record from the daily time card is transferred to the monthly record sheet. This sheet is made up in book form of twelve pages, one for each month of the year. One of these books are kept on file for each truck. A copy of the record sheet is shown below.

DAILY RECORD										EDISON STORAGE BATTERY CO., 247-251 W. 35th St., New York City										Vehicle No. _____				
										Month of _____ 19____										Owner _____		Contract No. _____		
Date	Number of trips	Miles	BATTERY										VEHICLE										MISC.	
			Charging				Flushing	Inspection	Repairs			Washing and Polishing	Oiling and Greasing		Inspection	Repairs		Ref. to note on back	Cost					
			Regular	Boosting	Hrs.	Min.			Cost	Hrs.	Min.		Cost	Hrs.		Min.	Cost			Hrs.	Min.	Cost	Hrs.	Min.
Amp. Hrs.	Cost	Amp. Hrs.	Cost	Hrs.			Min.	Cost				Hrs.			Min.			Cost	Hrs.					
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4																								
5																								
6																								
29																								
30																								
31																								
Total																								

Note—Each date represents the 24-hour period from 9 A.M. on the date shown to 9 A.M. the next day

The daily record sheet is made up in book form of twelve sheets, one representing each month. This form is used to record work, done on a truck. The sheet is available to the truck owner to enable him to check his bills

Illinois Warehousemen to Meet in Wisconsin

1½ Days Are Allotted to Business Session—Rest to Entertainment

THE Illinois Furniture Warehousemen's Association will hold its thirteenth annual meeting and summer outing at the Lakeside Hotel, Pewaukee Lake, Wis., June 20 to 24, inclusive. It is expected that this gathering will be one of the largest held by the association, there being sixty warehousemen who have become members since the meeting last June. While only one day and a half is allotted to the business session, it will be of material importance, due to the fact that the association has sent out regular printed forms for the purpose of receiving suggestions as to the topics to be brought up. In addition, a number of papers will also be presented. The program is as follows:

As is the custom, the members and guests will assemble at the Union Station, Canal and Adams Streets, Chicago, at 10 a. m., June 20, where a special train will take the delegation to the Lakeside Hotel, Pewaukee Lake, Wis., arriving there about 12.45 p. m. Henry Brown will present his vaudeville revue during the evening.

June 21.—Morning, golf tournament; afternoon, baseball; evening, a minstrel show.

June 22.—Golf finals; in the afternoon a tennis game and a boat ride; and in the evening, an amateur vaudeville and stereopticon show.

June 23.—Business session and a banquet in the evening.

June 24.—Business session.

The entire expenses of the trip from and to Chicago will be \$40 per person. The members wishing to attend should notify the secretary, J. R. Wood, 4251 Drexel Boulevard, Chicago, Ill., regarding reservations.

Mass. to Have Truck Owners' Association

Because of the manner in which the motor trucks have been the target for restrictive legislation in Massachusetts a plan is on foot to have all the big companies engaged in hauling freight and doing a general trucking business, as well as owners of vehicles used in general business, form a truck owners' association in this State.

A large number of the team owners in Boston are now turning to motor vehicles. At a hearing a few weeks ago at the State House the representative of one big trucking company stated that on an invest-

ment of \$6,000 he was paying more than \$800 in taxes. So he said it was about time that the lawmakers gave some consideration to oppressive taxes.

The Highway Commission is trying to put a high tax on motor trucks, particularly those of more than five tons, as it does not want them on the roads. There is a deadlock on the question, the motor truck dealers being ready to accept a doubling of the present tax, and the truck owners are opposed to any increase. Now the taxes are \$5 one ton, and \$3 for each additional ton. The dealers would double that. The Highway Commission wants \$10 for half a ton; \$20 for one ton, and \$10 for each additional ton, and \$100 per ton for all above five tons.

Establish R. L. B. in Toledo

The Toledo Transportation Assn., organized March of this year for the benefit of the warehouse and transfer men, has established a local and long distance service with headquarters at 114 North Erie St., Toledo, Ohio. The Association has also created a purchasing and insuring department which should be of material benefit to the members. In addition, a highway division has been organized under which a mechanical school for truck drivers will be operated.

Movers Beat Legislation Aimed at Them

Furniture dealers in Boston, Mass., made another attempt to pass the bill to compel movers to report to cities and towns and the whereabouts of goods which had been moved by the household goods warehousemen and movers. There were three bills filed in the legislature and the Committee on Legal Affairs held hearings which attracted much interest. The furniture people put up a strong fight to compel the legislature to act, stating that they were losing thousands of dollars every year through the loss of goods sold on lease. The warehousemen and movers also put up a strong argument against being made to file reports. But the committee finally worked out a bill from the three measures submitted for action.

This bill was reported to the lower branch of the legislature, which was a long step toward legislative action. But when the bill reached the enactment stage after it had been voted upon favorably for three readings the legislature rejected it, and the matter is dead again for this session.

April Exports Surpass All Previous Records

Gain of \$100,000,000 Over High Mark—Imports Also Increase

APRIL exports surpass the previous high record by nearly \$100,000,000, according to the figures given out by the Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, D. C. Exports for the month totaled \$715,000,000 as compared with \$623,000,000 for January, the previous high mark. The March exports total \$605,000,000. For the 10 months ending with April the exports were valued at \$5,705,000,000, as compared with \$4,884,000,000 for the corresponding period last year.

April imports totaled \$273,000,000, a gain of \$5,000,000 over the \$268,000,000 for March, and a decrease of \$6,000,000 as compared with the \$279,000,000 for April of last year. Imports for the 10 months ending with April were \$2,474,000,000, as compared with \$2,362,000,000 for a similar period in 1918.

\$100,000,000 Port Terminal Development Scheme

Staten Island, N. Y., is to be a great steamship terminal. The waterfront property from Tomkinsville to Staten Island is to be acquired. The \$100,000,000 development scheme for the construction of piers and warehouses is at last under way. It is proposed to construct thirty-six piers, each 1,000 ft. long and 125 ft. wide, together with warehouses on the plan of the Bush Terminal.

Fight for Lower Overland Freight Tariffs

At a recent meeting held in San Francisco, Cal., representatives of a number of associations discussed the advisability of lower overland freight rates on export and import goods that move between the Eastern States, the Orient and Australia by the way of the Pacific Coast Ports.

Various organizations of San Francisco and the Chambers of Commerce of Seattle, Portland and Tacoma, Los Angeles will make a thorough study of every rate and will present the case to the Railroad Administration within the very near future. The associations represented at the meeting were the Foreign Trade Club, the Importers and Exporters, the Warehousemen, Draymen, Freight Forwarders and Steamship companies.

\$20,000,000 Warehouse Corporation Planned

Plans Provide Storage Capacity for 3,000,000 Bails of Cotton

PLANS for one of the largest cotton warehousing companies in the world were formulated at a meeting between the members of the Cotton Buying and Storage Committee of the National Association of Cotton Manufacturers and Brokers, Growers and Bankers, held at the Biltmore Hotel, New York, April 28. The company will be known as the Union Warehouse Corp., and will be capitalized at \$20,000,000.

The initial plans contemplate a capacity for storage of 1,500,000 bales, of which about 500,000 will be in existing warehouses soon to be brought in, while complete plans provide for storage of 3,000,000 bales.

The plans for the corporation, as explained in the preliminary prospectus, are as follows:

The Union Warehouse Corp. was organized for the purpose of purchasing, leasing, and otherwise acquiring, existing warehouses, remodeling them, erecting new and modern warehouses at important northern and southern points for the storage of cotton; also, in response to an insistent and increasing demand for economic methods, the corporation will eventually engage in the business of baling, compressing and covering cotton in a manner that will insure against damage in transit.

A canvass of the situation has led to the belief that eventually it will be advisable, and good business, to establish cotton warehouses at the following centers, with initial capacities amounting to 1,500,000 bales.

Houston or Texas City, Tex.	200,000	400,000
Waco, Tex.	30,000	60,000
Oklahoma City or Muskogee, Okla.	50,000	100,000
Dallas or Fort Worth, Tex.	100,000	200,000
Memphis, Tenn.	300,000	600,000
Little Rock or Pine Bluff, Ark.	50,000	100,000
Clarksdale, Greenville, Rosedale or Greenwood, Miss.	40,000	80,000
Montgomery or Birmingham, Ala.	50,000	100,000
Savannah or Brunswick, Ga.	100,000	200,000
Mobile, Ala.	100,000	200,000
Greenville or Columbia, S. C.	40,000	80,000
Providence, R. I.	100,000	200,000
Fall River, Mass.	100,000	200,000
Farmingham or Mansfield, Mass.	200,000	400,000

The estimate of initial capacity dependable for constant use appears rea-

sonable when it is known that in the territory covered there were 8,500,000 bales ginned in the season of 1917 and 1918, and that the total United States crops for that season were practically 12,000,000 bales.

Not to License Truckmen

The ordinance to license truckmen in Bridgeport, Conn., was voted down at the last session of the legislature. The truckmen have fought this bill for some time, and it is now expected it will not be presented again for quite a period.

Warehouse Bill Not Passed

The resolution for a constitutional amendment to spend \$5,000,000 to build warehouses for farmers, etc., in Lansing, Mich., was not passed at the last meeting of the legislature. It is expected that the bill will be brought up again at the next meeting of the legislature.

Ask 30 Per Cent Increase

The Newport News Chamber of Commerce and the Merchants' Association of Hampton, Va., have agreed to the 30 per cent increase on freight between Norfolk, Hampton, Old Point and Newport News requested by the Old Dominion Steamship Co. The present rates are regarded as pretty high by the shippers, and if the increase is granted by the Railroad Administration, there is a possibility that the concerns affected will endeavor to establish another method of freight transportation.

Auto Tariff Bureau Formed

A Southern California Auto Freight Tariff Bureau was formed on May 22 for the purpose of issuing and maintaining a local and joint tariff showing rates for transportation of freight, express and baggage by auto trucks between places within Southern California.

After August 1 all automobile truck freight carriers operating from one municipality to another throughout California will be under the supervision of the State Railroad Commission. The carriers will be required to establish their rates to all sections and file annual and other reports. There is at present 408 freight carrying trucks covering 1746 miles in that section.

Pacific Coast Association Meet in Los Angeles

One Day to Business Session and Three to Entertainment

THE Pacific Coast Furniture Warehousemen's Association will hold its fourth annual meeting and outing at the Hotel Hayward, Los Angeles, Cal., July 3 to 6.

The third day will be given over to the business session, and the remainder of the time to entertainment. The following is the program:

July 3.—Assemble at the Hotel Hayward at 10 a. m. for a trip to Lowe. Theater party in the evening.

July 4.—Leave Hotel Hayward at 9 a. m. in automobiles for Mission Inn, Riverside, Cal.

July 5.—Business session at hotel for 10 a. m., until 5 p. m., after which the members will leave for Virginia Hotel, Long Beach, where a dinner will be served, with an entertainment following.

July 6.—A sightseeing trip at 9 a. m., to places of interest in Long Beach; 10.30 a. m., surf bathing; and a band concert at 2 p. m.

An invitation has been sent out by the secretary to all warehouse fraternities in the country. The warehousemen desiring to attend should notify the secretary, F. L. Allen, 1950 South Vermont Avenue, Los Angeles, Cal.

Rural Express in Colorado

Rural motor express is gradually becoming an important factor in transportation in Colorado, particularly in that branch of transportation known as the short-haul, formerly handled by the short line and branch railways. To date a large number of companies have been organized and are operating from Denver to the various sections within the 50-mile radius. One of the latest firms organized to carry on this class of business is the Denver & Greeley Transportation Co. The company will operate a number of vehicles to Henderson, Brighton, Fort Lupton, Platteville and Denver.

Shipping Conference Planned

A joint industrial conference, called by the Shipping Board, will be held at Washington June 4, 5 and 6, to take up the co-operation of the employer and employee in the developing of American Merchant Marine. Representatives of a large number of steamship and mercantile companies will be present.

National Team Owners to Meet at Buffalo

Delegation from Various Sections to Attend—Will Elect Officers

THE National Team and Motor Truck Owners' Association will hold its sixteenth annual meeting at the Hotel Statler, Buffalo, N. Y., June 16 and 17. It is expected that this meeting will be attended by a very large delegation from various sections of the country because of the many changes in teaming, railroading, terminal and general traffic conditions during the past year.

While the complete program has not been made up at this writing, it is known that the meeting will be given over to morning and afternoon sessions, which will be divided as follows:

The morning session of the first day will be given over to general reports of the officers, etc.; the afternoon to the reading of a number of papers on general teaming conditions and a discussion on same. There will also be a number of important papers read, and discussions on the same, at the morning session of the second day. The afternoon will be allotted to unfinished business, the election of officers, etc.

Minnesota Association Holds Important Meetings

At the recent meeting of the Minnesota Warehousemen's Association held in Minneapolis, Minn., the following six resolutions were adopted by the household goods section:

1—That the practice of the members of the Association shall be to charge storage by the month allowing 3 days of grace at the expiration of each month free of charge, and if the goods are not removed within that time they are to be subject to 1 month's storage charge.

2—The handling charges on household goods shall be equal to one month's storage which may be charged up in full when the goods are first received or half at time, and half when goods are delivered.

3—In using the cubic foot measure to determine storage rate, it is understood that the entire floor space occupied and the entire height from ceiling to floor shall be used to find the cubic capacity to be charged for, regardless of the height which the goods are piled, except when the ceilings are over 11 ft. high and the goods are not piled over that height.

(Note)—During the discussion it was found that some of the members have ceilings 18 ft. high and it was therefore necessary to adopt a rule to know what basis to charge in such a case.

4—The rate on fireproof storage of household goods in private rooms shall be approximately 1 cent per cu. ft. for all rooms containing 400 ft. or over. It is

the practice to consider a room divided into two stalls by partitions as a separate room. It is also understood that smaller lots piled in stalls take a higher rate than the 400 cu. ft. spaces.

5—The minimum charge on open fireproof storage shall be 8 cents per cubic foot. The schedule following has been taken as a model schedule to be used in this regard.

Cubic feet	Square feet	Rate per cubic foot	Maximum rate
Up to 200....	Up to 20....	1 cent....	\$2
200 " 400....	20 " 40....	1	3.60
400 " 600....	40 " 60....	.9	4.80
600 and over.	60 and over.	.8

Where square foot measure is used, 10 ft. is the piling height.

6—The minimum charge on non-fireproof storage shall be .6 cents per cubic foot. The same schedule as above may be used beginning at .9 cents and going down to .6 cents. Another important topic discussed by both the merchandise and household goods sections was insurance rates. The outcome of this was a great diversity of rates not only between storage and other businesses, but between members in the same line of business.

The following were the officers elected to serve during the pursuing year:

W. W. Morse, Security Warehouse Co., Minneapolis, Minn., President; Newton R. Frost, Ballard Fireproof Storage and Transfer Co., St. Paul, Vice-president, and H. L. Halverson, The Boyd Transfer and Storage Co., Minneapolis, Secretary and Treasurer.

The Minnesota Warehousemen's Association now numbers thirty-one members of which twenty-eight are active and three associates.

Teamsters Get Increase

Following a 5-hour session held May 12, the teamsters and chauffeurs and the team owners of Spokane, Wash., came to an agreement regarding the new wage scale. All teamsters will receive \$4.35 for 8 hours. Regular helpers \$4 per day and extra helpers 60 cents per hour. The holidays asked for in the petition were also granted.

Committees Will Discuss Factory Distribution

The committees of the standardization of basis of rates of the American Warehousemen's, the Massachusetts Warehousemen's Association and the Central Warehousemen's Club, will meet in Buffalo June 3 to compare data on the formulating of the base rate system. The question of factory distribution will also be given quite some consideration at this meeting.

Grain Warehouses to be Under U. S. Act

Preliminary Meeting in Various Sections Before Final Hearing

TENTATIVE regulations for grain warehouses, under the warehouse act, have been prepared by the United States Department of Agriculture, Bureau of Markets, and public hearings are to be held in various sections of the country in order to obtain the views of the grain trade on the regulations and to receive the benefits of criticisms and suggestions from interested parties which will be of benefit to the Department of Agriculture in the preparation of the final regulations. Preliminary to the final hearing at Washington, hearings presided over by the chief of the Bureau of Markets, or some representative of that bureau, will be as follows:

June 9—Grunewald Hotel, New Orleans, La.

June 11—Planters Hotel, St. Louis, Mo.

June 13—Coates Hotel, Kansas City, Mo.

June 15—Fontnell Hotel, Omaha, Neb.

June 17—Reed Hotel, Ogden, Utah.

June 18—Chamber of Commerce, San Francisco, Cal.

June 19—Owyhee Hotel, Boise, Idaho.

June 21—Multnomah Hotel, Portland, Ore.

June 23—Chamber of Commerce, Seattle, Wash.

June 24—Chamber of Commerce, Spokane, Wash.

June 26—Park Hotel, Great Falls, Mont.

June 28—Commercial Club, Fargo, N. D.

July 1—Dyckman Hotel, Minneapolis, Minn.

July 3—Chamber of Commerce, Indianapolis, Ind.

July 5—Statler Hotel, Buffalo, N. Y.

The final hearing will be held in Washington, July 10, soon after which new rules and regulations will be issued by the Secretary of Agriculture under the United States Warehouse Act.

New regulations for tobacco and wool warehouses are also in the course of preparation, and it is the intention of the department to have these warehouses brought under the United States Warehouse Act within a very short period.

Free Zone Port Urged

The directors of the Philadelphia Bourse, Philadelphia, Pa., are utilizing every effort toward the establishment of a free zone about the port of Philadelphia in order to stimulate export trade. A resolution has been passed to the effect that a bill be introduced in Congress to provide for the establishment, operation and maintenance of free zones in the ports of the United States.

N. Y. F. W. A. Honor W. C. Reid at Banquet

Twenty-one Years in Association
—Sixty-three Members Attend

THE testimonial banquet given at the Hotel Commodore, New York, May 26, in honor of Walter C. Reid, by the members of the New York Furniture Warehousemen's Association, was one of the most important functions ever given a man of the industry.

The dinner was given in honor of Mr. Reid, being connected with the association for 21 years, or since it was first established, and for the specially valuable work he has done in assisting it to become one of the most successful associations in the country.

The dinner was attended by sixty-three members, from all sections of the country. Charles R. Saul, chairman of the testimonial committee, presided. Addresses were given by Albert M. Read, Washington, D. C.; Samuel Hoff, the association's attorney; Walter C. Gilbert, president of the association; Charles S. Morris, secretary; and John G. Neeser. The entertainment committee was made up of the following members: Charles R. Saul, William A. Meikelham, Louis L. Firuski, and Charles S. Morris.

A number of letters and telegrams were received by Mr. Reid from his friends in the West and various other localities, and were heartily appreciated, not only by the honored guest but by those who participated in the event. After the banquet an entertainment, with exceptionally good music, was also enjoyed by all present. During the entertainment Mr. Reid was presented with a sterling silver tea set and a chest of flat silver by the members of the association.

Fear Loss of Differentials

According to the Transportation Bureau of the Boston Chamber of Commerce, Boston, Mass., the Railroad Administration is deliberately plotting the destruction of American Coastwise water-borne freight traffic for the benefit of the railroad lines when the latter will be returned to private ownership. The Bureau charges that the Railroad Administration is and has been, since the beginning of Federal control, hostile to the water line and rail lines to the freight traffic. It was also charged that the Railroad Administration is in direct opposition to the announced policy of President Wilson, planning to make water lines and rail-and-

water lines less effective competitors of the railroads.

In a recent discussion the traffic manager of the Bureau stated that the differentials have proved important factors in New England's commerce, but since the railroads have been operated under Federal control, the Railroad Administration's attitude has been one of hostility to these differential routes. The Bureau has forwarded a brief to the Chairman of the Senate Committee on Commerce referring to the attitude taken by the railroad.

Much Freight Congestion in Central West

A number of complaints have recently been received by the Eastern Railroad Commission, to the effect that freight traffic conditions in the Central West and particularly Texas are so congested as to work a great hardship upon manufacturers in that locality. Although new sidings, enlarged terminals and other additional facilities have been made, the railroads have been unable to handle the extraordinary heavy traffic. The movement of machinery, lumber, derrick timbers and various other commodities in and about the Texas section exceeds anything the railroad ever handled before.

Bills of Lading Act Passed

At the last session of the Legislature of the State of North Carolina the Uniform Bills of Lading Act was passed.

Pacific Rate Base Changed

Changes in the computation of shipping freight rates from Pacific Coast ports to far eastern countries was made effective by the Shipping Board on May 9. The new rate on general cargoes from Pacific Coast ports to China, Japan, or Manila 60 cents per 100, or 35 cents per cu. ft., ship's option. Exception to the general cargo rate a schedule was made to provide a rate of \$1.50 per 100 lbs. on high density cotton to those ports, 45 cents per cu. ft. on shipments of gasoline and small arms ammunition and special contract price for high explosives, etc. The rates were not applicable on bookings made prior to the Shipping Board's announcement. The above rates apply on pieces or packages weighing up to 4,000 lbs. each. For pieces or packages in excess of 4,000 lbs. each customary heavy lift scale to be added.

I. C. C. Renders Decision in Bill of Lading Case

Holds Carrier Close to Common Law—Outlines Proper Bill

THE Interstate Commerce Commission, in a recent decision rendered in the bill of lading case, clears up many points of contention between the carrier and the shipper by outlining what should be properly printed in a bill of lading. The bill of lading constitutes the contract between the shipper and the carrier, and the commission's decision holds the carrier very closely to the common law, eliminating various conditions that would tend to release the carrier in many respects from liability.

An important feature in the case is the attempt to release carriers from liability when property is transported on open cars. This was objected to by committees representing various shippers' associations. On this point the following is the commission's statement:

"We are of the opinion that the exemption stipulated for in the present and proposed bill is too broad and too greatly favors the carrier to be entirely just and reasonable. Moreover, we think that it falls within the provisions of the commission's amendment so far as it seeks to exempt the carrier from the liabilities with which it should be charged under the common law. To that extent it would be invalid and void to the extent that the carrier would escape liability at common law stipulation. We shall therefore not approve either the rules proposed by the carriers or the substitute offered by the shippers before inclusion among the conditions."

The form, therefore, approved by the commission contains no reference to the liability on such shipments. The decision condemns as unlawful and void, with respect to domestic bills of lading, the rules fixing the measure of liability as the invoice value of the goods at the particular time and place of shipment, and directs its complete elimination from the proposed bill. All carriers are, therefore, required to adopt a bill of lading prescribed by the commission on or before Aug. 8, 1919.

Need Cotton Warehouses

The commissioner of mines, manufacture and agriculture of Arkansas has issued 60,000 bulletins urging that bonded warehouses be constructed in order to prevent damage to the cotton grown in that section.

Agree to Modify Pacific Coast Import Tariffs

Carload Rate on All Shipments Delivered to Docks in L. C. L. Lots

THE Railroad Administration has agreed to modify the new trans-continental tariff in respect to the handling of import shipments by way of the Pacific Coast.

The amendment proposed by the District Freight Traffic Committee of Portland representing the Railroad Administration would have the effect of prohibiting consignees along the Atlantic coast cities from loading two or more l.c.l. shipments on the steamship dock to make up a carload of freight, and thereby secure the lower carload rate. The consignee would also be put to the expense of hauling two or more l.c.l. shipments from the steamship dock or local freight station and there load them into a car. In addition to this expense, charges of approximately \$1.50 per measured ton would be extracted for dockage, wharfage, and handling charges. It is this section of the amendment that the Railroad Administration will change. The substitute rule which was proposed is as follows:

Carload rates will apply on shipments delivered at wharves, docks and warehouses by the steamship lines in less than carload lots, manifested through or recognized to destination named herein, upon surrender of original ocean bills of lading or furnishing of bond in lieu of bills of lading, and delivery made to terminals, rail carriers, parties hereto at wharves, docks, warehouses, teams, or industrial tracks in carload lots covered by one bill of lading, shipped by one consignee to one consignee at one destination, and when all loading, switching and other charges incidental to consolidation, except such handling, wharf and loading charges as are absorbed by carriers, parties hereto on such import shipments, or paid by the owner or agent.

No Federal Legislation for Tunnel Construction

No Federal legislation will be necessary for the construction of the Hudson Vehicular Tunnel between New Jersey and New York, was the statement made by one of the representatives of the War Department in reference to the New Jersey Governor's inquiry as to the necessity of having the consent of Congress.

The beginning of the actual preliminary work on the tunnel now awaits only the organization of the

New York Bridge and Tunnel Commission under the new act of the legislature of that state.

It is believed that two consulting engineers will be first named. George W. Goethals, who has been the consulting engineer for both commissions in the past, is mentioned one of the two consulting engineers to be appointed by the Joint Commission when it begins the laying out of preliminary plans for the tunnel. The other engineer that has been mentioned is J. Viborg Davies.

Howard J. Latimer Back in H. H. G. Industry

Howard J. Latimer is again back in the storage business, having become incorporated with the Lincoln Fireproof Storage Co., Los Angeles, Cal., a concern capitalized at \$250,000. Mr. Latimer contemplates constructing one of the largest warehouses on the Pacific Coast. The new plant will be ready for occupancy about January 1, 1920.

Mr. Latimer was one of the best-known men in the household goods storage industry, for many years having been a prominent member of the Illinois, American, New York, Central and Southern Furniture Warehousemen's Associations. Last May, 1918, he disposed of his interest in the Lincoln Fireproof Storage Co., Cleveland, Ohio, after having spent 12 years in the building up of that company's business. At that time it was his intentions to retire from the storage business and locate himself in Southern California in some other line, but like many other men of the industry found it impossible to keep away from being connected in some way with the industry.

Strike Affects Cartage

Cartage departments of Des Moines, Iowa, transfer houses have suffered a material loss by reason of a building trades strike which has been on in the Iowa capital city since April 1. Much of the cartage for the building materials dealers of Des Moines is done by the transfer men, and with all major building operations at a standstill the loss of this class of business has made itself felt.

Union labor in the building trades went on strike April 1, in sympathy with the brick layers and all efforts at arriving at an agreement with the contractors have been futile. In the meantime just as Des Moines was ready for a very considerable building boom operations are confined almost exclusively to residence work.

Shippers Will Not Be Deprived of Their Rights

Daily Service Will Be Given to Greatest Possible Extent

AT the recent meeting of the Industrial Traffic League and the Railroad Administration held in Washington, D. C., in regard to the daily receipt of freight by the carrier and the privilege of the shipper routing carload shipments the following report was made:

That the shipper shall not be deprived of his rights to route his freight over any line at the legal rates applicable, and to deliver his freight at points of origin to such carrier on any business day during the regular business hours. Except as to freight specifically routed by shipper preferred routes should be established based on the following considerations:

a—Convenience to shippers and consignees.

b—Economy and expedition of movement.

c—Proper recognition of non-Federal controlled roads.

Daily service will be given to the greatest possible extent. All shipping points where it can be mutually arranged by representatives of a shipping public and the carrier, schedules will be published covering the movement of l.c.l. freight, tendered at freight houses, to be forwarded in through cars or set-out cars on specified days. The specified days shall be known as "Shipping Days."

Peddler cars shall be operated daily, except where limited service is agreed upon between shippers and carriers or authorized by lawfully constituted regulating authorities, and schedules shall show peddler car service from shipping points.

It was earnestly recommended by the committee in order to secure improved service for the shipping and receiving public and to make possible economical and efficient operation by the carriers, the fullest co-operation should be observed in carrying out the principles agreed to.

N. Y. Looking for Business

The improved freight condition and the dullest in foreign orders have had a tendency to clear the merchandise warehouses within the section of New York to the effect that several of those that went into the storage business during the war period have closed their plants and retired from business.

Uniform Receipt Act Enacted in Texas

Much Opposition on Part of Local Officials—Bankers Co-operate

AFTER a long uphill fight the Texas Warehousemen & Transfer Men's Association has been able to secure the enactment of the Uniform Warehouse Receipt Act by the Legislature at its session just closed. There has been much opposition to the bill on the part of the local officials, who were administering prior enactments on this matter in Texas.

The association sent a delegation to Austin, the capital, in the interest of the bill, after having it introduced in both houses, and by persistent effort achieved the desired results. The Bankers' Association of Texas also co-operated very heartily with the warehousemen. The bill becomes effective June 18.

Canadian Ocean Rate Control

Private shipping interests in Canada are up in arms against the suggestion made by a member of the Railroad Commission in regard to the control of ocean freight rates. The subject was brought up in connection with the Consolidation Railroad Act, now before the House of Commons, at Ottawa, where a proposal was made that ocean freight rates be brought within the purview of the Canadian Railway Commission.

N. J. Assn. Hold Live Meeting

The discussion of the 3 per cent transportation tax and the appointment of a Transportation Committee to take this matter up with the Revenue Department at Washington, D. C., was the principle topic presented at the monthly meeting of the New Jersey Furniture Warehousemen's Association, Newark, N. J., May 21.

Labor in and out was another important subject discussed, this being referred to the Uniform Methods Committee. This committee will investigate the matter of uniform warehouse receipts, as it was found after a lengthy discussion that several of the members are not using this form.

The Legislature and Insurance Committee was charged with the duty of compiling a set of suggestions to be presented to the Newark City Commissioners for their use in framing an ordinance to govern the storage and moving business in that city.

The Committee will also handle these suggestions so that they will be adaptable to the State of New Jersey. The Liability Clause and Declaration of Values pertaining to storage and moving contracts was also discussed extensively. The gist of the latter discussing was the instructing of the Uniform Methods Committee to make an investigation along these lines. Conditions of business throughout the state was reported generally good.

Uniform Warehouse Act Amended

At the last session of the legislature of the State of California the Los Angeles warehousemen were successful in having the Uniform Warehouse Receipts Act amended to read as follows:

Subject to the provisions of section thirty, a warehouseman shall have a lien on goods deposited by the owner or by the legal possessor of the property or on the proceeds thereof in his hands, for all lawful charges for storage and preservation of goods; also for all lawful claims for money advanced, interest, insurance, transportation, labor, weighing, cooperating, and other charges and expenses in relation to such goods; also for all reasonable charges and expenses for notice and advertisements of sale, and for sale of the goods where default has been made in satisfying the warehouseman's lien.

Subject to the provision of section thirty, a warehouseman's lien may be enforced:

(a) Against all goods, wherever deposited, belonging to the person who is liable as debtor for the claim in regard to which the lien is asserted, and (b) against all goods belonging to others which have been deposited at any time by the person who is liable as debtor for the claims in regard to which the lien is asserted, if such person was in legal possession of the goods when they were deposited.

Uniform Negotiable Law Passed in Texas

The Uniform Negotiable Instrument Law was enacted by the Legislature of the State of Texas at its last session. The law is now in effect in all states with the exception of Georgia. It is understood that an effort will be made to have the law enacted in that state at the next meeting of the Legislature which begins June, 1920.

7000 Draymen of Cal. Form Live Assn.

Will Establish Over 300 Return Load Bureaus Throughout State

ADRAYMEN'S organization consisting of over 7000 members has been formed in California for the purpose of creating over 300 return loads bureaus in the State so that when trucks make a trip to certain towns, freight for the return trip may be obtained, and so the drayman will be working on a more standard and systematic basis.

The principal bodies that have assisted in organizing the association are the Chamber of Commerce, Sacramento Transfer and Draymen's Association, and the Auto Trade Bureau. The organization will be known as the California State Draymen's Association. The officers elected at the last meeting, were W. P. Scott of Oakland, Cal., president; C. C. Lockett, Sacramento, vice-president, and R. C. Collins, Sacramento, secretary. The headquarters of the association will be at Sacramento. At the last meeting it was voted that the first convention be held at Sacramento during September.

Phila. May Extend Free Storage Time

Upon the decision of the Philadelphia Traffic Committee will depend whether the storage rates for export freight moving via Baltimore and other eastern seaboard ports are to be increased over the rates now in effect.

Coupled with the higher rates is a move to have the free storage time extended so goods will be stored on the pre-war basis. The Baltimore Chamber of Commerce intends to file a protest against the proposed increase in storage charges, unless the Railroad Administration agrees to extend the free time allowed for export goods received at Baltimore.

Before the war export freight moving via Baltimore on a through bill of lading was granted 30 days free time, while freight, moving under a local bill of lading, was allowed 15 days. Ten days is the free time now granted.

The present storage rate on export freight is 1 cent per 100 lb. for the first 15 days after the expiration of the free time, and ½ cent for each 10 days thereafter. The proposed new rates are 1 cent per 100 lb. for the first four periods of 10 days each; 2 cents for the next four periods, and 4 cents for each 10 days thereafter.

How and WHY Pennsylvanians Formed a Return Load Bureau

Method Should be of Material Assistance to Those Desiring to Create Bureaus in Other Sections

As It Is in Pennsylvania

PLAN of Pennsylvania Furniture Warehousemen's and Van Owners' Association return loads bureau:

Conducted tentatively by subscription among members at maximum cost of \$25 a month.

Its function simply to distribute information for benefit of warehousemen, connecting man wishing work with person wanting it done.

Information is furnished voluntarily by members to secretary, by letter or telephone.

Fee of 20 per cent charged for work obtained, informant getting 10 per cent and bureau 10 per cent.

While bureau has nothing to do with fixing prices, tendency of its operation is to increase price of return load to customer—never to lower it.

Some members believe ultimate effect will be, indirectly, to work toward a uniform price among members.

Simplified system used in recording inquiries and data for bureau—only a card index method in connection with a record book of inquiries.

ESTABLISHED as an experiment last March, the return loads bureau of the Pennsylvania Furniture Warehousemen's and Van Owners' Association is slowly working out so well that there is no doubt it will be continued.

Conducted by a committee, of which Charles G. Wightman, Penn Storage & Van Co., is chairman, the bureau, whose secretary and actual operating officer Mr. Wightman is, has its headquarters in the office of his establishment, 2136 Market Street, Philadelphia. Enough support from members is assured the bureau to satisfy the association that it took a constructive step when, at the last annual meeting, eleven member companies formed the nucleus of the proposition by subscribing \$5 a month for 6 months to maintain the bureau, thus underwriting and guaranteeing the plan against losses or expense. For the bureau was not born without a struggle and at first there was some opposition, as well as a deadening negative and indifferent attitude in certain quarters.

Now about forty members are co-operating with the return loads bureau and its usefulness is being increasingly demonstrated, week by week.

In organizing the bureau, certain pitfalls had to be avoided and the narrative of what was done, may benefit association in other cities that may be contemplating

such a step. The subscription method was tried, because objection came, from some members who do not own motor vans, to using association funds for an experiment.

They argued that they would not benefit from return loads over intercity routes and that they did not feel like indorsing any movement for the association as a whole that would not benefit all members alike. The subscription plan at once overcame these objections. A committee of four had been appointed to investigate the return loads proposition and reported that such a bureau could be maintained in connection with the office of the secretary of the organization at nominal expense, or not exceeding a total of \$50 a month.

No Expense to Association

The plan the committee proposed was, that until such time as the bureau might become self-sustaining, the expense be borne by subscription from members, a charge of 20 per cent to be made to members obtaining work through the bureau, half of this going to the informant and the other half to the bureau, from the amount thus collected, the subscribers to be repaid in proportion to the total amount taken in.

This plan, which was adopted, eliminates all obligation, liability and expense from the association itself.

DAILY RECORD				DAILY RECORD			
Current Date	Informant	Wanted Load from	Load to	Date of Work	Number of Loads	Customer's Name and Remarks	Referred to
May 20	Wm. H. H. H.	New York	Philadelphia	May 23	One	F. R. Smith	Penn. Storage Co.
" 21	Wm. H. H. H.	Newark N. J.	Philadelphia	June 2	Three	M. E. Jackson	Penn. Storage Co.
" 21	Wm. H. H. H.	Atlantic City N. J.	New York	June 3	One	G. E. Conner	Penn. Storage Co.

Pages from "Record Book of Inquiries." Used with card index system by the Return Load Bureau of the Pennsylvania Furniture Warehousemen's and Van Owner's Association

When it was shown conclusively to the indifferent that \$600 a year would be the maximum expense for the bureau, even if there should be virtually no return loads placed for that entire period, and that with return loads being found in reasonable numbers, for every dollar therefrom the bureau would receive 20 cents, they became advocates of the plan. The principal expenditures of such a bureau are for telephone, stationery and postage, with possibly now and then a telegram. It was shown that \$25 a month would be ample to cover all expenses under ordinary circumstances.

To those among the members who were familiar with the operations of a return loads bureau of the type desired, it was emphasized that:

The sole function of the bureau is to distribute information that may be useful to warehousemen. It has nothing whatever to do with fixing prices, or the size or type of vehicles used in different kinds of work.

Objects of Return Load Bureau

It is the hope of some of the members, however, that eventually, through the closer contact caused by the bureau's operation, uniform prices may be an outcome.

The object of the bureau is to connect the man wishing for work with the person wanting it done. But the bureau reserves the right to employ a certain amount of discretion regarding to whom it will turn over work obtained through its sources of information. The bureau in no way contemplates operating to reduce rates.

Regarding this phase, it was brought out that, instead of tending to reduce rates, as at first feared by some, the bureau would, on the other hand, have a decided tendency to raise rates, especially on the return load, for this reason: If a concern, for instance, demand \$80 for its return load and has to pay 20 per cent of the price obtained for its load to the bureau as its fee for securing the information which led to its getting the load to haul, it will be likely to ask the customer \$100, say, in order to pay off that fee of \$16 on the \$80, or 20 per cent, in order to have a reasonable profit. If the concern is willing to take \$80 from the customer and pay the 20 per cent fee, it will leave but \$64.

It is maintained that if a concern is disposed to lower its prices, it will do it, anyway, and that there is nothing in the operation of the return loads bureau that could work to that end. Some of the members were of the opinion at first, that if the return loads bureau were

advertised in the papers, it would have a tendency to cut prices, though customers having general knowledge of the double haul and supposing that therefore their goods could be transported at a lower rate one way, this supposition finally leading to a demand. However, it was asserted at the outset of the plan that there was no intention to advertise to the public that the association was operating a return loads bureau.

Another point which it was found necessary to accentuate to members at the plan's inception was this:

The bureau does not expect members to give any information in reference to prospective work which they have reason to consider their own and which they may be able to obtain.

What is desired in the way of information is this: When a member is going to call at a certain city with a load, or for one, to call up the bureau as soon as he can, stating his objective point and asking the bureau to make a note of it; and if the bureau, in the meantime, hears of anything in the way of a return load that would be likely to interest him to let him know, or vice-versa. In the busy season many firms find more business than they are able to attend to themselves; and there may be other members who are not so fortunate and can handle this overflow.

In this way, large concerns can benefit small fellow-members without losing anything themselves and yet doing their organization good.

It is deemed more advantageous to the industry to refer such overflow work to the return loads bureau,

From	Brooklyn N. Y. to Washington D. C.	
Date	May 22	
Reported by	Penn. Storage & Van Co.	
Given to	Pawellton Storage & Warehouse Co.	
Owner	Frank Smith	
Price		
Current date	June 4	(over)

Blue index card used to record data concerning owners of goods to be transported

than continually to have the concern enjoying an overflow of business habitually hand this over to one favored firm.

It is considered better to refer inquiries to the bureau than to deal directly with another member.

One helpful method is for a member to write to the return loads bureau as far in advance as possible, stating where he is going for, or with, a load so that the bureau may have a reasonable time in which to arrange things. The disposition is for a member to wait till the last minute, then inform the bureau and consider it "no good" if a return load under such circumstances is not forthcoming.

Getting Data Principal Problem

The disposition not to give adequate, or any information to the bureau is the chief stumbling block, but this condition gradually appears to be improving.

Thus far the bulk of the inquiries coming in to the return loads bureau of the Pennsylvania Furniture Warehousemen's and Van Owners' Association have been from warehousemen soliciting return loads, the record of persons having goods to be transported being comparatively small.

This situation doubtless will improve materially as soon as the bureau becomes better known among members of the trade in other cities.

The return loads bureau of the association, as mentioned, is located at 2136 Market Street in the center of

a great commercial hauling district. Mr. Wightman has simplified the system of the bureau as much as possible, using a card index file in connection with an entry book.

The book, of the usual day-book type, with special headings for the various entries, is known as the Record Book of Inquiries. Here are spaces to be filled in with data, under "Current Date," "Informant," "Wanted Load from," "Load to," "Date of Work," "Number of Loads," "Customer's Name," "Remarks," and "Referred to."

Blue index cards, 5 x 3 inches, are used to record data concerning owners of goods to be transported. These cards have spaces as follows: "From," "To," "Date," "Reported by," "Given to," "Owner," "Price," and "Current Date." On the reverse side of the card are entered any remarks that may prove helpful regarding a customer, or the work desired done. The cards preserve a handy record as to prices and general data about customers, as well as informants and to whom work has been turned over.

At present the operations of the return loads bureau are nearly all within a radius of 150 miles from Philadelphia, although there are calls from New England points.

The encouraging start, while probably not showing more than eight return loads definitely placed within a single week, has had the effect of making virtually the entire membership advocates of the return loads bureau plan for associations such as theirs.

Clever Advertising Stunt Adopted in Quaker City

SOME clever advertising in the line of cards is a "stunt" by the Advance Storage Co., Philadelphia, Pa. In the West Philadelphia district, where that company does a large business, it is a standing joke that in the long, chain-like buildings put up for dwellings, called "operations" by the natives and peculiar to the Quaker City, not one front door bell in thirty will ring. Landlords refuse to supply batteries after the first one put in and no one ever heard of an owner of an "operation" repairing or renewing a battery out of order.

Of course, the Advance Storage Co., constantly having to call at these houses, realizes this condition as well as the tenants. It decided to do some advertising and to alleviate this condition by at least taking some of the annoyance out of it for callers at front doors, by having printed some enterprising and extremely useful cards—cards that were sure to be welcomed and kept in plain sight. The part that delights the tenants of West Philadelphia houses is that on the reverse side of the advertising the card reads:

"BELL OUT OF ORDER, PLEASE KNOCK."

In the center is a reproduction of the Liberty Bell of which Philadelphia is so proud—crack and all.

These cards can be seen in very many West Philadelphia homes.

And neighborhoods don't forget the thoughtfulness of the Advance Storage Co. in providing them with these little annoyance eliminators that look so much better than the usual homemade attempt at sign-writing.



Card distributed by Advance Storage Co., Philadelphia, Pa.

A Simple System of Computing Rates for Desired Floor Earnings

Warehouseman Can Calculate Rate per Square Foot Necessary to Earn Any Desired Income—A Ready Reference Plan

A SIMPLE system so arranged that a rate can be computed on a commodity of any given weight up to 4,000 lbs., thereby enabling a warehouseman to earn any desired rate per square foot of floor space on his investment has been evolved by the Port of New York Warehousemen's Bureau of Information, Inc.

By this system, which for convenience we might designate the Standard Rate System, it is possible for any merchandise warehouseman to take the load carrying capacity of his different floors and compute the rate he must charge per square foot to give a net income of 4.7 per cent, 5.68 per cent, 7.56 per cent or any other rate of earning desired.

The system was evolved by the Port of New York Warehousemen's Bureau of Information, Inc. The Massachusetts Warehousemen's Association developed a system, also. The present system was evolved by the combined efforts of the two organizations being brought together making an extensive study of computing rates and amalgamating into one system, the Standard Rate System, or whatever you might choose to designate it.

The system can be used in any city or town in the United States or Canada. It takes into consideration the different land values in cities and towns; different costs of buildings; different rates of taxes; different operating costs; different floor load capacities of the buildings and the different rates of profits desired.

The system has been so simplified that by using it you can almost instantly compute the rate you must charge per square foot on any commodity. The chart in the system shows the rate of charge for warehouses with a floor load capacity anywhere between 250 lb. per sq. ft. and 39 lb. per sq. ft. The chart shows the square foot rate if you want a net profit of 8 per cent or any other percentage.

The chart looks as formidable

as the mortality tables of a life insurance company, but is easily interpreted and readily applied. A few minutes' study and you can apply it in your business in St. Paul or Atlanta, Ga., just as specifically as the Boston and New York warehousemen who evolved the plan.

The entire chart that any warehouseman needs forms an 8-page booklet, pages 9 x 12 in. It can also be folded and carried in the coat pocket and constitutes a handy rate guide.

The rates quoted in the system are not only accurate, but adaptable to any business. They do not represent guess work, but are the product of 3 years studies of committees representing three large associations. The members of these committees gave and still are giving a large portion of their time to the job. The standard rate system has been approved by three large associations having a total membership of over 400 members who are located in various sections of the country. The system is at present being used by warehousemen in Pennsylvania, New York, Massachusetts, Maryland and various other sections in the central West, this method being made effective during the past year.

STANDARD RATE SYSTEM

- 1—System is applicable to all conditions of operation, and rates are adaptable to every type of business.
- 2—Differences in land values, building costs, rates of taxation and floor capacities are taken into account.
- 3—Simplicity of system is such that rates on any commodity can be instantly computed and required net profit per square foot ascertained.
- 4—An eight-page booklet contains all data necessary for the successful application of the system. The rates given are the products of three years' investigation.—Reproduction of booklet on pages 28 and 29.

In explaining the Standard Rate System we start with the rate per sq. ft. of floor space the warehouseman must get to give desired rate of profit per year—say 6, 8 or 10 per cent net profit.

Of the warehousemen who are using this system, about thirty have selected 6.25 cents per sq. ft. as a minimum rate for a floor with a 250 lb. maximum capacity per sq. ft. The 6.25 cents was arrived at by a consideration of the following terms:

Investment in land.
Investment in building.
Interest on land and building.
Taxes on land and building.
Depreciation on building.
Operating expenses.
Building repairs.
Organization and charter.
Supervision.
Miscellaneous.

Package Rates—Standard Storage Classification

If Rate of Package Falls Between Ratings the Higher Rate Will Govern—Use Figures at the Left of Each Column for Bulk Rates and Those at the Right for L. C. L., Assortment and I. P. D. Rate

Table 1

CLASSES		RATE IN CENTS PER 100 LBS.				MAXIMUM WT. PER PKG. RATE			
f—	1.41	a—	1.55	d—	1.71	e—	1.88	b—	2.07
35.4	35.4	32.2	32.2	29.3	29.3	1/2	26.6	26.6	24.2
53.1	53.1	48.3	48.3	43.9	43.9	3/4	39.9	39.9	36.3
70.9	70.9	64.4	64.4	58.6	58.6	1	53.2	53.2	48.4
88.6	88.6	80.5	80.5	73.2	73.2	1 1/4	66.6	66.6	60.5
106.3	106.3	96.6	96.6	87.8	87.8	1 1/2	79.9	79.9	72.6
124.0	124.0	112.7	120.8	102.5	109.8	1 3/4	93.2	99.8	84.7
141.7	150.6	128.8	136.9	117.1	124.4	2	106.5	113.1	96.8
159.4	168.3	144.9	153.0	131.8	139.1	2 1/4	119.8	126.4	108.9
177.2	194.9	161.1	177.2	146.4	161.1	2 1/2	133.1	146.4	120.0
212.6	230.3	198.3	209.4	175.7	190.3	3	159.7	173.0	145.2
248.0	265.7	225.5	241.6	205.0	219.6	3 1/4	186.3	199.6	169.4
283.4	301.2	257.7	273.8	234.3	248.9	4	213.0	226.3	193.6
318.9	336.6	289.9	306.0	263.5	278.2	4 1/4	239.6	252.9	217.8
354.3	389.7	322.1	354.3	292.8	322.1	5	266.2	292.8	242.0
426.2	460.6	386.5	418.7	351.4	380.7	6	319.4	346.1	290.4
495.0	531.5	450.9	483.2	409.9	439.2	7	372.7	399.3	338.8
566.9	602.3	516.4	547.6	468.5	497.8	8	425.9	452.5	387.2
637.8	673.2	579.8	612.0	527.1	556.4	9	479.2	505.8	435.6
708.6	747.2	644.2	724.7	585.6	658.8	10	532.4	559.0	484.0
779.4	818.3	708.3	788.8	672.0	745.3	12 1/2	665.5	732.0	605.0
850.3	891.2	779.6	859.7	742.5	815.7	15	798.6	865.1	725.0
921.1	962.1	850.3	930.8	813.0	886.0	17 1/2	931.7	998.2	847.0
992.0	1033.0	921.1	1001.5	884.0	957.0	20	1065.1	1132.6	968.0
1063.0	1104.0	992.0	1071.5	955.0	1026.0	25	1331.1	1464.1	1210.1
1134.0	1175.0	1063.0	1140.5	1026.0	1097.0	30	1597.1	1730.1	1452.1
1205.0	1246.0	1134.0	1211.5	1097.0	1168.0	35	1863.1	1996.1	1640.1
1276.0	1317.0	1205.0	1280.5	1168.0	1239.0	40	2130.1	2263.1	1890.1
1347.0	1398.0	1276.0	1351.5	1239.0	1308.0	45	2396.1	2529.1	2120.1
1418.0	1459.0	1347.0	1422.5	1308.0	1377.0	50	2662.1	2795.1	2350.1
1489.0	1510.0	1418.0	1493.5	1377.0	1446.0	60	3194.1	3461.1	2900.1
1560.0	1571.0	1489.0	1564.5	1446.0	1515.0	70	3727.1	3993.1	3388.0
1631.0	1632.0	1560.0	1635.5	1515.0	1584.0	80	4259.1	4525.1	3872.0
1702.0	1693.0	1631.0	1706.5	1584.0	1653.0	90	4792.1	5058.1	4356.0
1773.0	1754.0	1702.0	1777.5	1653.0	1722.0	100	5324.1	5590.1	4840.0

Table 2

CLASSES		RATE IN CENTS PER 100 LBS.				MAXIMUM WT. PER PKG. RATE			
A 250	STANDARD	B 275	C 302	D 333	E 366	F 403			
20.0	20.0	18.2	18.2	16.5	16.5	1/2	15.0	15.0	13.7
30.0	30.0	27.3	27.3	24.8	24.8	3/4	22.5	22.5	20.5
40.0	40.0	36.4	36.4	33.1	33.1	1	30.1	30.1	27.3
50.0	50.0	45.5	45.5	41.3	41.3	1 1/4	37.6	37.6	34.2
60.0	60.0	54.5	54.5	49.6	49.6	1 1/2	45.1	45.1	41.0
70.0	70.0	63.6	63.6	57.9	57.9	1 3/4	52.6	52.6	47.8
80.0	80.0	72.7	72.7	66.1	66.1	2	60.1	63.9	54.6
90.0	90.0	81.8	81.8	74.4	74.4	2 1/4	67.6	71.4	61.5
100.0	100.0	90.9	90.9	82.6	82.6	2 1/2	75.1	82.6	68.3
120.0	130.0	109.1	118.2	99.2	107.4	3	90.2	97.7	82.0
140.0	150.0	127.3	136.4	115.7	124.0	3 1/4	105.2	112.7	95.6
160.0	170.0	145.5	154.5	132.2	140.5	4	120.2	127.7	109.3
180.0	190.0	163.6	172.7	148.8	157.0	4 1/4	135.2	142.7	122.9
200.0	220.0	181.8	200.0	165.3	181.8	5	150.3	165.3	136.6
240.0	260.0	218.2	236.4	198.3	214.9	6	180.3	195.3	163.9
280.0	300.0	254.5	272.7	231.4	247.9	7	210.4	225.4	191.2
320.0	340.0	290.9	309.1	264.5	281.0	8	240.4	255.4	218.6
360.0	380.0	327.3	345.5	297.5	314.0	9	270.5	285.5	245.9
400.0	450.0	363.6	409.1	330.6	371.9	10	300.5	338.1	273.2
500.0	550.0	454.5	500.0	413.2	454.5	12 1/2	375.7	413.2	341.5
600.0	650.0	545.5	590.9	495.9	537.2	15	450.8	488.4	409.8
700.0	750.0	636.4	681.8	578.5	619.8	17 1/2	525.9	563.5	478.1
800.0	850.0	727.3	772.7	661.2	702.5	20	601.1	638.7	546.4
900.0	950.0	818.2	863.6	743.8	785.1	25	751.3	826.4	683.0
1000.0	1100.0	909.1	1000.0	826.4	909.1	30	901.6	976.7	819.6
1200.0	1300.0	1091.1	1182.0	991.7	1074.0	35	1052.1	1127.0	956.2
1400.0	1500.0	1273.1	1364.0	1157.1	1240.0	40	1202.1	1277.0	1098.1
1600.0	1700.0	1455.1	1545.0	1322.1	1405.0	45	1352.1	1427.0	1229.1
1800.0	1900.0	1636.1	1727.0	1488.1	1570.0	50	1503.1	1578.0	1366.1
2000.0	2200.0	1818.1	2000.0	1653.1	1818.0	60	1803.1	1953.0	1639.1
2400.0	2600.0	2182.1	2364.0	1983.1	2149.0	70	2104.1	2254.0	1912.1
2800.0	3000.0	2546.1	2727.0	2314.1	2479.0	80	2404.1	2554.0	2186.1
3200.0	3400.0	2910.1	3091.0	2645.1	2810.0	90	2705.1	2855.0	2459.1
3600.0	3800.0	3274.1	3454.0	2975.1	3140.0	100	3005.1	3156.0	2732.1
4000.0	4200.0	3638.1	3818.0	3306.1	3471.0				

Table 3

CLASSES		RATE IN CENTS PER 100 LBS.				MAXIMUM WT. PER PKG. RATE			
G 4.43	H 4.87	J 5.36	K 5.89	L 6.48	M 7.13				
11.8	11.3	10.3	10.3	9.3	9.3	1/2	8.5	8.5	7.7
16.9	16.9	15.4	15.4	14.0	14.0	3/4	12.7	12.7	11.6
22.6	22.6	20.5	20.5	18.7	18.7	1	17.0	17.0	15.4
28.2	28.2	25.7	25.7	23.3	23.3	1 1/4	21.2	21.2	19.3
33.9	33.9	30.8	30.8	28.0	28.0	1 1/2	25.4	25.4	23.1
39.5	42.3	35.9	38.5	32.7	35.0	1 3/4	29.7	31.8	27.0
45.2	48.0	41.1	43.6	37.3	39.7	2	33.9	36.0	30.8
50.8	53.6	46.2	48.7	42.0	44.3	2 1/4	38.2	40.3	34.7
56.4	62.1	51.3	56.4	46.7	51.3	2 1/2	42.4	46.6	38.6
67.7	73.4	61.6	66.7	56.0	60.6	3	50.9	55.1	46.3
79.0	84.7	71.8	77.0	65.3	70.0	3 1/4	59.4	63.6	54.0
90.3	96.0	82.1	87.2	74.6	79.3	4	67.9	72.1	61.7
101.6	107.2	92.4	97.5	84.0	88.6	4 1/4	76.3	80.6	69.4
112.9	118.4	102.6	112.9	98.3	102.6	5	84.8	89.3	77.1
124.2	129.8	112.9	123.4	112.0	121.3	6	93.2	97.5	84.1
135.5	141.1	123.4	133.9	120.8	130.6	7	101.6	105.9	91.1
146.8	152.4	133.9	144.4	131.7	141.5	8	110.0	114.3	98.1
158.1	163.7	144.4	154.9	142.2	152.0	9	118.4	122.7	106.5
169.4	175.0	154.9	165.4	152.7	162.5	10	126.8	131.1	114.9
180.7	186.3	165.4	175.9	163.4	173.2	11	135.2	139.5	123.3
192.0	197.6	175.9	186.4	173.9	183.7	12 1/2	143.6	147.9	131.7
203.3	208.9	186.4	196.9	183.9	193.7	15	165.4	175.9	153.5
214.6	220.2	196.9	207.4	194.4	204.2	17 1/2	187.2	197.7	175.3
225.9	231.5	207.4	217.9	204.4	214.2	20	209.0	219.5	196.9
237.2	242.8	217.9	228.4	214.9	224.7	25	251.8	262.3	234.1
248.5	254.1	228.4	238.9	224.9	234.7	30	294.6	305.1	271.9
259.8	265.4	238.9	249.4	234.9	244.7	35	337.4	347.9	304.7
271.1	276.7	249.4	259.9	244.9	254.7	40	380.2	390.7	347.5
282.4	288.0	259.9	270.4	254.9	264.7	45	423.0	433.5	390.3
293.7	299.3	270.4	280.9	264.9	274.7	50	465.8	476.3	433.1
305.0	310.6	280.9	291.4	274.9	284.7	55	508.6	519.1	475.9
316.3	321.9	291.4	301.9	284.9	294.7	60	551.4	561.9	518.7
327.6	333.2	301.9	312.4	294.9	304.7	65	594.2	604.7	561.5
338.9	344.5	312.4	322.9	304.9	314.7	70	637.0	647.5	604.3
350.2	355.8	322.9	333.4	314.9	324.7	75	679.8	690.3	647.1
361.5	367.1	333.4	343.9	324.9	334.7	80	722.6	733.1	690.0
372.8	378.4	343.9	354.4	334.9	344.7	85	765.4	775.9	732.8
384.1	389.7	354.4	364.9	344.9	354.7	90	808.2	818.7	775.6
395.4	401.0	364.9	375.4	354.9	364.7	95	851.0	861.5	818.4
406.7	412.3	375.4	385.9	364.9	374.7	100	893.8	904.3	861.2

Table 4

CLASSES		RATE IN
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These items were averaged from different warehouses in different cities and towns, and the 6.25 cent rate was evolved as a basis from which all other rates can be readily calculated.

Tabulation A—shown below—is typical for a warehouse with 61,500 sq. ft., earning a net income of 5, 7, 9 or 10 per cent annually. This tabulation shows the various factors considered in arriving at the 6.25 cent charge.

The standard rate in the table shown on page 28 is an estimated analysis of the cost of a building, overhead applicable to storage as worked out and adopted by the Massachusetts, the American and New York Warehousemen's Association for a plant containing 61,500 sq. ft. net. The following is the estimated storage expenses:

TABULATION A

1—6 per cent on investment.

Buildings	\$194,037
Land	40,000
Interest and taxes on land during construction	3,360
Interest, taxes and insurance on buildings during construction	3,870
Organization and charter	1,000

\$242,267 at 6%....\$14,536.00

2—2 per cent depreciation on buildings 194,037
3,870

\$197,907 at 2%.....\$3,958.14

3—Fire insurance 400

4—Taxes on buildings and land 2 per cent on \$242,267. 4,845.34

5—Repairs on buildings, 1 per cent on \$197,907..... 1,979.07

6—Watchman and watch supervision	1,200
7—Advertising	200
8—One-third of executive salary, office salaries, telephone, stationery and general office and miscellaneous expense	4,000
9 and 10—1 per cent on gross buildings for storage as interest and taxes on working capital (about \$6,000)	461

Total storage expenses.....\$31,579.55
Miscellaneous expenses including interest and taxes on working capital about \$7,000 in excess of 1 per cent on buildings 557.66

Total expense\$32,137.21

ANALYSIS

	Average Sq. Ft. Floor Space Occupied	Cents per Sq. Ft. per Year	Cents per Sq. Ft. per Month
Storage income...\$46,125.00 divided by 61,500 =	15.	6.25	
Miscel. income.... 557.66			
Total income...\$46,682.66			
Storage expense...\$31,579.55 divided by 61,500 =	51.35	4.28	
Miscel. expense .. 557.66			
Total expense...\$32,137.21			
Profit	23.65	1.97	
Investment:			
Land and buildings	\$242,267		
Working capital	13,000		

Total\$255,267

\$14,545.45 divided by \$255,267 = 5.7 per cent profit on investment.

These figures show that on an investment of \$242,267 the income will be 11.7 per cent basing the rate for floor space at 6.25 per sq. ft. Six per cent of the 11.7 per cent will go toward the interest and 5.7 per cent as the profits.

Package Rate—Standard Storage Classification

If Rate of Package Falls Between Ratings the Higher Rate Will Govern—Use Figures at the Left of Each Column for Bulk Rates and Those at the Right for L. C. L., Assortment and I. P. D. Rate

Table 5

CLASSES		RATE IN CENTS PER 100 LBS.		MAXIMUM WT. PER PKG. RATE	
T 13.9	U 15.3	V 16.8	W 18.5	X 20.3	Y 22.4
3.6 3.6	3.3 3.3	3.0 3.0	2.7 2.7	2.5 2.5	2.2 2.2
5.4 5.4	4.9 4.9	4.5 4.5	4.1 4.1	3.7 3.7	3.4 3.4
7.2 7.2	6.5 6.5	5.9 5.9	5.4 5.4	4.9 4.9	4.5 4.5
9.0 9.0	8.2 8.2	7.4 7.4	6.8 6.8	6.1 6.1	5.6 5.6
10.8 10.8	9.8 9.8	8.9 8.9	8.1 8.1	7.4 7.4	6.7 6.7
12.6 13.5	11.4 12.3	10.4 11.1	9.5 10.1	8.6 9.2	7.8 8.4
14.4 15.3	13.1 13.9	11.9 12.6	10.8 11.5	9.8 10.4	8.9 9.5
16.2 17.1	14.7 15.5	13.4 14.1	12.2 12.8	11.1 11.7	10.1 10.6
18.0 19.8	16.4 18.0	14.9 16.3	13.5 14.9	12.3 13.5	11.2 12.3
21.6 23.4	19.6 21.3	17.8 19.3	16.2 17.6	14.7 16.0	13.4 14.5
25.2 27.0	22.9 24.5	20.8 22.3	18.5 20.3	17.2 18.4	15.6 16.8
28.8 30.6	26.2 27.8	23.8 25.3	21.6 23.0	19.7 20.9	17.9 19.0
32.4 34.2	29.4 31.1	26.8 28.2	24.3 25.7	22.1 23.3	20.1 21.2
36.0 39.6	32.7 36.0	29.7 32.7	27.0 29.7	24.6 27.0	22.3 24.6
43.2 46.8	39.2 42.5	35.7 38.6	32.4 35.1	29.5 31.9	26.8 29.0
50.4 54.0	45.8 49.1	41.6 44.6	37.8 40.5	34.4 36.9	31.3 33.5
57.6 61.2	52.3 55.6	47.6 50.5	43.2 45.9	39.3 41.8	35.7 38.0
64.7 68.3	58.9 62.1	53.5 56.5	48.6 51.3	44.2 46.7	40.2 42.4
71.9 80.9	65.4 73.6	59.5 66.9	54.1 60.8	49.1 53.3	44.7 50.3
89.9 98.9	81.8 89.9	74.3 81.8	67.6 74.3	61.4 67.6	55.8 61.4
107.9 116.9	98.1 106.3	89.2 96.6	81.1 87.8	73.7 79.8	67.0 72.6
125.9 134.9	114.5 122.6	104.1 111.5	94.6 101.3	86.0 92.1	78.2 83.8
143.9 161.9	130.8 147.2	118.9 133.8	108.1 121.6	98.3 110.6	89.3 100.5
179.9 197.8	163.5 179.9	148.6 163.5	135.1 148.6	122.8 135.1	111.7 122.8
215.8 233.8	196.2 212.6	178.4 193.2	162.2 175.7	147.4 159.7	134.0 145.2
251.8 269.8	228.9 245.3	208.1 223.0	189.2 202.7	172.0 184.3	156.3 167.5
287.8 305.8	261.6 278.0	237.8 252.7	216.2 229.7	196.6 208.8	178.7 189.9
323.7 341.7	294.3 310.7	267.6 282.4	243.2 256.7	221.1 233.4	201.0 212.2
359.7 395.7	327.0 359.7	297.3 327.0	270.3 297.3	245.7 270.3	223.4 245.7
431.7 467.6	392.4 425.1	356.7 386.5	324.3 351.3	294.8 319.4	268.0 290.4
503.6 539.6	457.8 490.5	416.2 445.9	378.4 405.4	344.0 368.5	312.7 335.0
575.5 611.5	523.2 555.9	475.7 506.4	432.4 459.4	393.1 417.7	357.4 379.7
647.5 683.5	588.6 621.3	535.1 564.8	486.5 513.5	442.2 466.8	402.0 424.4
719.4 755.4	654.0 686.7	594.6 624.3	540.5 567.5	491.4 516.0	446.7 469.0

Table 6

CLASSES		RATE IN CENTS PER 100 LBS.		MAXIMUM WT. PER PKG. RATE	
Z 24.6	Am 27.1	Bb 29.8	Cc 32.8	Dd 36.1	Ee 39.7
2.0 2.0	1.8 1.8	1.7 1.7	1.5 1.5	1.4 1.4	1.3 1.3
3.0 3.0	2.8 2.8	2.5 2.5	2.3 2.3	2.1 2.1	1.9 1.9
4.1 4.1	3.7 3.7	3.4 3.4	3.1 3.1	2.8 2.8	2.5 2.5
5.1 5.1	4.6 4.6	4.2 4.2	3.8 3.8	3.5 3.5	3.2 3.2
6.1 6.1	5.5 5.5	5.0 5.0	4.6 4.6	4.2 4.2	3.8 3.8
7.1 7.6	6.5 6.9	5.9 6.3	5.3 5.7	4.9 5.2	4.4 4.7
8.1 8.6	7.4 7.8	6.7 7.1	6.1 6.5	5.5 5.9	5.0 5.4
9.1 9.6	8.3 8.8	7.6 8.0	6.9 7.2	6.2 6.6	5.7 6.0
10.2 11.2	9.2 10.2	8.4 9.2	7.6 8.4	6.9 7.6	6.3 6.9
12.2 13.2	11.1 12.0	10.1 10.9	9.2 9.9	8.3 9.0	7.6 8.2
14.2 15.2	12.9 13.8	11.7 12.6	10.7 11.4	9.7 10.4	8.8 9.5
16.2 17.3	14.8 15.7	13.4 14.3	12.2 13.0	11.1 11.8	10.1 10.7
18.3 19.3	16.6 17.5	15.1 15.9	13.7 14.5	12.5 13.2	11.3 12.0
20.3 22.3	18.5 20.3	16.8 18.5	15.3 16.8	13.9 15.3	12.6 13.9
24.4 26.4	22.2 24.0	20.1 21.8	18.3 19.8	16.6 18.0	15.1 16.4
28.4 30.5	25.8 27.7	23.5 25.2	21.4 22.9	19.4 20.8	17.7 18.9
32.5 34.5	29.5 31.4	26.8 28.5	24.4 25.9	22.2 23.6	20.2 21.4
36.5 38.6	33.2 35.1	30.2 31.9	27.5 29.0	25.0 26.3	22.7 24.0
40.6 45.7	36.9 41.5	33.6 37.8	30.5 34.3	27.7 31.2	25.2 28.4
50.8 55.8	46.1 50.8	42.0 46.1	38.1 42.0	34.7 38.1	31.5 34.7
60.9 66.0	55.4 60.0	50.3 54.5	45.8 49.6	41.6 45.1	37.8 41.0
71.1 76.1	64.6 69.2	58.7 62.9	53.4 57.2	48.5 52.0	44.1 47.3
81.2 91.4	73.8 83.1	67.1 75.5	61.0 68.6	55.5 62.4	50.4 56.7
101.5 111.7	92.3 101.5	83.9 92.3	76.3 83.9	69.3 76.3	63.0 69.3
121.8 132.0	110.8 120.0	100.7 109.1	91.5 99.2	83.2 90.1	75.6 82.0
142.1 152.3	129.2 138.4	117.5 125.9	106.8 114.4	97.1 104.0	88.3 94.6
162.4 172.6	147.7 156.9	134.2 142.6	122.0 129.7	110.9 117.9	100.9 107.2
182.7 192.9	166.1 175.4	151.0 159.4	137.3 144.9	124.8 131.8	113.5 119.8
203.1 223.4	184.6 203.1	167.8 184.6	152.6 167.8	138.7 152.6	126.1 138.7
243.7 264.0	221.5 240.0	201.4 218.2	183.1 198.3	166.4 180.3	151.3 163.9
284.3 304.6	258.4 276.9	234.9 251.7	213.6 228.8	194.2 208.0	176.5 189.1
324.9 345.2	295.3 313.8	268.5 285.3	244.1 259.3	221.9 235.8	201.7 214.3
365.5 385.8	332.3 350.7	302.1 318.8	274.6 289.9	249.6 265.5	226.9 239.6
406.1 426.4	369.2 387.6	335.6 352.4	305.1 320.4	277.4 291.2	252.2 264.8

The letter I has been purposely omitted in this classification. The floor loads given are the lowest for each class.

In evolving the table, the Bureau decided that it is also necessary to obtain information as to the method utilized in stacking goods in bulk I.C.I., assortment and I.P.D., so that they could be classified and the rates computed accordingly.

The Bureau has at present two investigators who are calling upon the various warehousemen, measuring packages, and securing other data as to the usual height that certain goods are being piled. To date, over 75 per cent of the goods handled by the New York warehousemen have been classified. These data have been of material assistance to the warehousemen in computing rates for the various class of goods handled. After these data are secured, the warehouseman is given a card similar to that shown on page 30 with the classification of the commodity.

Four Associations Evolve Systems

The first association to formulate a scientific method of computing storage rates was the Central Warehousemen's Club, the second the Massachusetts Association in co-operation with the American Warehousemen's. While two systems have been adopted by these organizations their functions are similar in that they show the warehouseman how to arrive at a rate by scientific calculation so that he will be able to earn a desired amount per sq. ft. The system given here is that as being used by the Massachusetts and American Warehousemen's Associations.

In the working out of the system the principal problem is the classifying of commodities especially when they are handled in minimum or maximum, or individual I.P.D. A large portion of this class of business is handled on a flat basis, or if the warehouseman bases his rates according to the weight of the goods and the height to which they can be piled, he invariably guesses at his charges. Thus he is never positive whether he is computing a rate that is too high or too low.

Divide Membership in Five Classes

A few of the larger warehouse companies in New York conceived that there was a need of a material change in the computing of rates, and it was to this end a meeting was called, the outcome of which was the forming of an organization and the establishing of an information bureau.

The membership of the Bureau is divided into five classes known as A, B, C, D and E.

Class A is a member operating a warehouse having 50,000 sq. ft. of floor space or less.

Class B a member between 50,000 and less than 200,000 sq. ft., etc.

The annual dues are regulated according to the number of sq. ft. of floor space operated by the members. The object of the organization as given in the by-laws is as follows:

The particular object for which the corporation was formed is to foster trade and commerce, and for the interest of those having trade, commerce and financial interests in the business of warehousing, to reform abuses relative to the business of warehousing, to secure freedom from unjust or unlawful extractions, to acquire the diffuse accurate and reliable information as to the

standing of merchants and as to warehousing transportation, insurance, legislation and all other matters effecting or incidental to the business of warehousing; to acquire and diffuse information to its members to better meet the rules and regulations of the Federal, State and Municipal Governments and to be taken when deemed judicious, united action on such matters to the extent permitted by the law."

Warehouseman's Business Creed

THE Massachusetts Storage Warehousemen's Association and the Port of New York Warehousemen's Bureau of Information, Inc., are distributing a card containing the following "Credeo."

We Believe

That a warehouseman's best asset is a thorough knowledge of his own business and that no detail is too small to repay constant study.

We Believe

That good service is the best advertisement and a satisfied customer the best solicitor.

We Believe

That intelligent co-operation is better than ignorant competition and that by its aid we can give better service to our customers at less cost to them and greater profit to ourselves.

We Believe

That ignorant, irresponsible, and profitless competition is the worst enemy of our business; therefore, we should endeavor to educate our competitors and assist them to achieve prosperity.

We Believe

That while extravagance either in equipment or operation is disastrous, parsimony is equally so. We pay for what we need whether we buy it or not.

We Believe

That every service rendered should produce a reasonable profit. To give something for nothing necessitates an overcharge somewhere else.

We Believe

That a dissatisfied employee is worse than useless and that contentment in the working force is essential to efficiency.

How to Retain Adequate Records with Two Forms (Continued from page 34)

driver and helpers and the number of loads carried, the number of pieces brought in or taken out of storage, where the goods were located, etc.

The driver's report contains a reading of the odometer at start and finish and the total number of miles operated. In addition, the expenses involved in the work, such as tolls, gasoline, etc., is also given.

After the above entries have been made, the form is turned in to the office and an entry made in the day book. If the work has been completed the white copy is attached to that of the yellow and placed in the completed work file. If the work is not completed, the white copy is placed in another file and held there until the job is done. Thus the company has a complete detail record of all work completed on any particular job, having a record filed under the order number and also under the name of the company.

Third—the records should also contain all information in regard to any work that was completely finished, whether it was a storage, packing or moving job.

After the order has been received the data on the estimator's report are transferred to this form. The form is then given to the warehouse foreman the day before the work is to be done, and later to the driver. After the work has been completed it is turned back to the foreman and the entries on the form shown below are made

WAREHOUSE CLERK'S REPORT				DRIVER'S REPORT	
Left _____		Returned _____			
Driver _____		Size Van _____		Odometer at Finish _____	
HELPERS		LOADS MADE		Odometer at Start _____	
				Total Miles _____	
				EXPENSES	
IN STORAGE OUT					
Date Rec. _____		Date Del. _____		Toll _____	
Lot No. _____		Lot No. _____		Ferry _____	
Pieces No. _____ to _____ Inc.		From Location _____		Gasoline _____	
Called by _____		Unpacked by _____		Oil _____	
Listed by _____		Called by _____		Presto Light _____	
Packed Away by _____		Checked by _____		Van Storage _____	
Location _____		Pieces No. _____		Meals _____	
Space _____		Am't Del. _____		Lodging _____	
REMARKS				Repairs _____	
				Adv. \$ _____ TOTAL _____	
				REMARKS	
Signed _____				Signed _____	
Whs. Clerk _____				Driver _____	

The reverse side of the form shown at the top of the page. On this both the warehouse clerk and driver make their reports.

APPLICATION FOR STORAGE

TWENTIETH CENTURY STORAGE WAREHOUSE COMPANY

3120-24 MARKET STREET, PHILADELPHIA, PA.

SUBJECT TO THE FOLLOWING CONDITIONS:

- 1—We reserve the right to accept or refuse any order for storage, transportation or moving of goods. We are not common carriers and limit our responsibility to ordinary care. The owner of property packed, stored, drayed or shipped by the acceptance of these terms and conditions declares the value in case of loss or damage for any piece or package and contents thereof does not exceed \$50.00, unless a greater value is stated thereon and a higher rate paid.
- 2—Charges for storage or transportation are fixed upon the footing of the value of goods entrusted to the Company. The Company relies upon the representations of the owner as to the value when he authorizes it to receive his property.
- 3—The Company is not liable for loss by fire to goods which are entrusted to it. The Company will obtain insurance for the benefit of the owner at his expense if requested by him to do so; or the owner may place insurance for himself upon the goods while in the Company's custody, either for storage or forwarding.
- 4—An itemized receipt for merchandise or other goods stored is given to the owner when the goods are received.
- 5—All charges must be paid before delivery or transfer of goods, and no transfer will be recognized unless entered on the books of the Company.
- 6—At least twenty-four hours' notice is required for access to or delivery of goods.
- 7—The warehouse receipt must be presented when all or any part of goods are to be withdrawn, accompanied by written order.
- 8—Storage charges due and payable every month. When goods are stored less than two months, a charge of 50 per cent. of the monthly rate will be made for handling.

TWENTIETH CENTURY STORAGE WAREHOUSE COMPANY
PHILADELPHIA, PA.

Date.....

Gentlemen:—You are hereby authorized to store subject to the above conditions one lot or lots of household or other goods

in the name of
for which I agree to pay \$ per month or fraction thereof.....

Also, to arrange fire insurance in the amount of \$ for which I agree to pay \$ per year.

SIGNATURE..... Owner
Agent

Future Address.....

The storage contract used by the Twentieth Century Storage Warehouse Co., Philadelphia, Pa. All customers are required to sign this form

The system worked out which covered all of these points and which was adopted, was that of using two forms and six cabinets where these reports were filed according to the progress of the work and in addition, the ordinary contract which is signed by the customer when placing goods in storage, the day book and monthly ledger.

The first form which is called the estimator's report is made up and used as follows, this form being reproduced on page 32.

It is printed so that a special space is allotted for all details regarding a moving, storage or packing job. For instance, a space is allotted for the prospective customer's name, address, date, source of inquiry, nature of work that is desired, a summary covering when the work is to be done, when the estimate was mailed, accepted or rejected and various other data under this particular heading. It also contains a space for recording the quantity of goods to be moved, from and to what floors, number of van loads and what estimate was given for the job. In addition to this, the back of the form is used for recording the packing material needed on the job and also a list of the goods which are to be packed.

If a prospective customer either calls personally, telephones or writes inquiring regarding an estimate, the clerk secures the information as to the nature of the work desired done and then turns to the estimator's files to see what particular day or hour the estimator will be able to make the call. The customer is given this information and at the same time it is also recorded on the estimator's report, after which the latter is placed

in the estimator's file according to the date that he is to make that particular call. Thus, when the estimator calls upon the prospective customer he has all information before him and does not present himself stating that he is there in reference to a storage job when it is a moving one.

After the estimator's report is turned in at the office, a letter is sent to the customer confirming the estimate and a duplicate copy of this is attached to the report and placed in the prospective file. If the company receives a final rejection of the order, the estimator's report and all correspondence is filed alphabetically in the rejection file. If an acceptance of the order is received, a second letter is sent to the customer to the effect that the company accepts the job under the terms in the previous letter.

With this letter the application for storage is also

sent—that is, if the goods are to be stored at the warehouse. A copy of this contract is shown above.

After the acceptance has been received from the customer, the information on the estimator's report is transferred to another form known as the warehouseman's order. These forms are in book form and are made out in triplicate, each set being numbered consecutively. One copy of this report is left in the book, the second copy, which is yellow, is filed in another cabinet until the work is completed and the third copy, which is white, is sent to the warehouse foreman the day before the work is to be done.

If there is a large amount of packing to be done, the material and men are sent in advance of the trucks so that there will be no delays after the latter have arrived. If it is only an ordinary packing, moving or storage job, the list of material is given to the driver the same day as the work is to be done. In addition to this, the driver is also given the warehouseman's order. Thus he knows the exact work that he is to do. If it has not otherwise been arranged, a statement to the effect that the driver is authorized to collect for the work, is stamped across the lower portion of the form. To the bottom of this form is attached a stub which must always be signed by the customer after the work has been completed.

The back of the form is also made use of for another purpose. Here a space has been allotted for the warehouse clerk's and also the driver's reports. The warehouseman's report contains a record of the time the truck left and returned to the garage, the name of the

(Continued on page 31)

Letters From Readers

THE purpose of this "Letters from Readers" Department of TRANSFER & STORAGE is to serve as an open forum in which questions of interest and importance in the transfer and storage business may be discussed by the readers of the paper. It is intended also to serve as a source of information to those who desire to know about any phase of the transfer and storage business. If there is any particular problem facing you, write to TRANSFER & STORAGE for the information you desire, and if this information is not in the office, the editors will do their utmost to obtain it for you.

Why Move the Customer at a Loss to Yourself

Editor, TRANSFER & STORAGE:—During the war period there was much publicity given to Return Load Bureaus. What the public does not realize is that these were primarily established for the transportation of merchandise—not household goods. There is a vast distinction between the two.

The equipment of the up-to-date van owner, including the van quilts for the proper protection of the goods in transit and the necessary insurance, represents an investment of \$5,000 and \$6,000. Two men and a chauffeur form the nucleus of the crew. These are trained men—experienced handlers of household goods—and they receive good wages.

The hauler of general merchandise has a different equipment, less expensive, and usually sends only a chauffeur. If he has no return load of freight, he looks for a load of furniture. He quotes a low price and gets the work. If some owners of household goods are satisfied to have their goods moved on rack trucks, with canvas coverings, and by inexperienced men, let them do so. They will be sadder, but wiser, for the experience. Perhaps the truckman does not get the same man's work the second time, but the fact remains that he took the work away from a man having the special equipment for that work. The owner of a properly equipped van does not want to carry merchandise on his truck. It does not pay. The only protection the van owner has, is to do everything possible to educate the public to the service he has to offer. Superior service costs a bit more, but the owner of the household goods reaps the benefit by having his goods delivered to him in good condition.

It is unfortunate that so few truck and van owners know their cost of operation. Figures given the writer show that a properly equipped van cannot be operated at 75 cents a mile. Even at \$1 a mile, the owner is not receiving a proper return on his investment. We know of one man who inquired how long it took to reach a certain city, by rail. He was told four hours. He remarked, "Oh, all right, I can make it with my truck in double that time." Here is a man who knows nothing about cost of operation, quoting prices on such a loose method of calculation.

The estimated life of a truck is 5 years. If the original cost were \$5,000, a sinking fund of \$1,000 a year should be made for the purchase of a new truck. The cost of repairs and operation increase 25 per cent a year. Most trucks and vans are purchased on time. Usually the earnings of the first year are required for the payments and it is not possible to set aside the reserve.

With the signing of the armistice, the cartage industry practically came to a halt. In New York conditions were aggravated because there were very few house-to-house removals. This condition caused price-cutting. Evidently the owners considered it better to take work at any price, and keep their men and equipment busy, as they had to pay their men anyway. They overlooked the fact that the wear and tear on a truck, or van, amounts to almost the cost of the labor.

Why move the public at a loss to yourself? It is a bad practise. The customer usually tells his friends about the low price he paid and it spreads like wild-fire. Others come, seeking the same consideration for their pocketbooks. The public demands automobile service; they should pay a decent price for it. A van owner's truck is not operating every working day. There is much idle time. The maintenance expense has to be covered by the income and the income must be sufficient to cover those idle days.

It is the writer's opinion that the *correct* name for a return load bureau handling household removals is SERVICE BUREAU. This would not suggest reduced rates on return loads, but rather the service the van owner is prepared to render. Such a bureau would offer the householder, having pride in his belongings and willing to pay the price, a satisfactory service.

The attitude taken by the Syracuse van owners, regarding prices on return loads, is commendable. We question, however, the advisability of giving a 50 per cent commission to the van owner securing the return load for the carrier. It does not seem fair that the carrier, who assumes all the risk and does the work, should get but *half the price*.

Let competition be in the form of service, in quality—rather than in price. NEW YORK READER.

News of the Transfer and Storage Industry

King Storage Warehouse, Inc., Syracuse, N. Y., has secured additional warehouse facilities which are especially adapted for the handling of factory distribution and also pool car shipments. The new plant gives the company a total of 173,400 sq. ft. of space.

Huey Transfer & Storage Co., Bellingham, Wash., a new company entering the transfer and storage business, has leased a two-story fireproof building containing 327,000 cu. ft. for a term of 10 years beginning October 1, 1919. The building is at present being constructed by the Jenkins Investment Co., Seattle, Wash.

L. Leritz & Son, Kansas City, Mo., recently finished the work in the constructing of two additional floors in its building. This will give the company a capacity of 70,000 sq. ft. of floor space. The additional space will be used for the storage of household goods, etc.

Knowles Van & Storage Co., Fort Smith, Ark., suffered a loss of its plant by fire on April 25. The building which was a three-story structure was practically filled to capacity. It was estimated that the loss of the contents was in the neighborhood of \$30,000.

Alhambra Feed & Fuel Co., Los Angeles, Cal., has purchased a parcel of ground and will construct a new building 110 x 141 ft., with a capacity for housing sixty trucks. The Alhambra company operates a headquarters for various transfer companies in Los Angeles and in San Diego.

J. M. Millen, Colorado Springs, Colo., has purchased a large parcel of property and will construct a fireproof warehouse which will be considered one of the largest in that section.

Merchants' Transfer and Storage Co., Hutchinson, Kansas, will construct a four-story fireproof warehouse 150 x 100 ft., at a cost of \$75,000. The new plant will be used for the storage of merchandise.

Globe Delivery Co., Lincoln, Neb., has taken over the business and equipment of the Carter Transfer & Storage Co. This makes the Globe company the largest transfer and storage firm operating in Lincoln. Its facilities and equipment consist

of five warehouses, fifty-two head of horses and thirteen motor trucks. Mr. L. D. Geiger who has been president and general manager for 17 years will remain in that capacity. Mr. F. W. Putney is the secretary of the Globe company. He formerly held the same position with the Star Van & Storage Co., also of that city.

Lawrence Warehouse Co., Oakland, Cal., due to the constant demand for storage facilities, is preparing to add 100,000 sq. ft. to its Oakland plant and 40,000 sq. ft. to its Sacramento warehouse.

Petrie Transfer and Storage Co., Fond Du Lac, Wis., will erect an addition to its storage plant due to the increase of business during the past year. The addition will be a three-story fireproof building.

Seattle Warehouse Co., Seattle, Wash., will construct two one-story concrete fireproof warehouses, one 690 ft. long by 102 ft. wide and the other 590 ft. by 102 ft. at a cost of \$200,000. The company will handle general merchandise. The new plants will be separated by depressed railway tracks running through to the Duwamish waterway and connecting with the railway spur on the East Marginal way.

United States Storage Co., Milwaukee, Wis., will construct a new warehouse located at Prospect Ave. and Windsor Place. The cost will be approximately \$130,000.

Union Storage Co., Dayton, Ohio, has completed plans for a new five-story and basement concrete storage warehouse 78 x 100 ft. This building will adjoin the present warehouse of the Union company. This new building will be 50 per cent larger than the old one and will contain about 39,000 sq. ft. of floor space.

A large freight elevator for the handling of automobiles and bulky goods for storage will also be installed. The building is expected to be completed during this month.

Security Storage & Trust Co., Baltimore, Md., has engaged an architect to draw plans for an up-to-date banking and financial institution on the site at present occupied by the company. One of the features of the enlargement will be the accommodations for safe deposit renters.

Miller North Broad Storage Co., Philadelphia, Pa., has purchased a plot of ground 56 x 138 ft., and will construct a new plant within the very near future.

Red Line Transfer Co., Modesto, Cal., has begun work on its new reinforced concrete fireproof warehouse which will be used for the storing of silverware and other household goods. The building will be two stories, 50 x 140 ft. The cost of the plant will be \$30,000.

Michigan Carten and Storage Co., Battle Creek, Mich., has filed articles of incorporation with a capital stock of \$125,000, to carry on a general warehouse and storage business. The stockholders are George T. Hunter, James F. Carfew, Thomas McGowan, Jr., and E. T. Berger, all of Detroit, and Joseph O'Hara of Port Huron.

Clayton C. Fuller, Rutland, Vt., has purchased the trucking business and equipment of George Mayhew.

Thomas F. McCarthy, New York, has filed articles of incorporation to carry on a general express, forwarding and storage business in that city.

Rockford Brewing Co., Rockford, Ill., is converting its plant into a warehouse for the storage of household goods and automobiles. Lieut. John G. Petritz, son of the former brewer, head of the new concern. The building contains 250,000 cu. ft. of fireproof storage space. The new name of this company will be the Rockford Storage Warehouse.

Dallas Transfer Co., Dallas, Texas, will construct a ten-story reinforced concrete warehouse containing 200,000 ft. of floor space at a cost of \$300,000. The building will include the latest type of elevators, sprinkler system, fire alarm, package conveyors, household goods compartments, record rooms, combination lock doors, etc.

Charles E. Leonard, Willimantic, Conn., a well-known truckman in that city, has sold his business at auction and will retire.

Messrs. Simpson and Glenn, Winston-Salem, N. C., formerly managers of the Brown's Warehouse, have begun work on a new fireproof plant which is estimated to cost between \$90,000 and \$100,000. It has been estimated that the new building will be completed and ready for occupancy about September 1.

Shippers' Index

A Guide to representative Transfer and Storage Companies arranged by States and Towns

Return Loads Bureaus

A LIST of organized centers through which van and truck owners may arrange for return loads. Application for such should be made as far in advance as possible and in some cases a charge is made for the maintenance of the bureau.

City	Location and Telephone Number	City	Location and Telephone Number
<i>Connecticut</i>			
Bridgeport	Chamber of Commerce Noble 250	Omaha	407 So. 10th Street
Bristol	Chamber of Commerce 100	<i>New Jersey</i>	
Danbury	War Bureau or Chamber of Commerce 1308 or "Return Load"	Asbury Park	Board of Commissioners 2100
Greenwich	War Bureau	Carney	State Council of Defense
Hartford	Chamber of Commerce Charter 1856 or "Return Load"	Dover	Chamber of Commerce
Manchester	War Bureau 489 or "Return Load"	Elizabeth	Elizabeth Motor Transportation Club Elizabeth 2112
Meriden	Chamber of Commerce 242 or "Return Load"	Garfield	Police Station
Middletown	War Bureau 1245 or "Return Load"	Jersey City	Chamber of Commerce Montgomery 1110
New Britain	Chamber of Commerce 1533 or "Return Load"	Millville	Maurice River Transportation Co. 225
New Haven	War Bureau	Montclair	Police Department
New London	War Bureau 1642 or "Return Load"	New Brunswick	Home Defense League 1784
Norwalk	War Bureau 69 or "Return Load"	Newark	Motor Truck Club of N. J. Market 7945
Norwich	Chamber of Commerce 1747 or "Return Load"	Trenton	Chamber of Commerce 2128
Stamford	Chamber of Commerce	<i>New York</i>	
Waterbury	War Bureau 3570 or "Return Load"	Albany	Chamber of Commerce
<i>District of Columbia</i>		Buffalo	Chamber of Commerce
Washington	Chamber of Commerce	Ithaca	Mitchell 983
<i>Illinois</i>		New York City	Merchants' Ass'n, Woolworth Bldg. Barclay 7660
Chicago	State Council of Defense	New York	Van Owners' Association 144 Columbus Ave., Columbus 2089
<i>Indiana</i>		Rochester	Chamber of Commerce
Indianapolis	Chamber of Commerce	Syracuse	Chamber of Commerce
<i>Iowa</i>		<i>Ohio</i>	
Cedar Rapids	Chamber of Commerce	Cincinnati	Chamber of Commerce
<i>Michigan</i>		Cleveland	Chamber of Commerce
Detroit	Board of Commerce	Columbus	Chamber of Commerce
Flint	Chamber of Commerce	Toledo	Toledo Transportation Assn., 114 North Erie St.
<i>Missouri</i>		<i>Pennsylvania</i>	
Kansas City	Local Sales Office of Republic	Philadelphia	Chamber of Commerce Widener Building
St. Louis	Chamber of Commerce	Philadelphia, Pennsylvania	Furniture Warehousemen's and Van Owner's Ass'n. 2136 Market St., Locust 1089
		<i>Rhode Island</i>	
		Providence	Chamber of Commerce

Coming Events

Meetings Scheduled by Leading Associations in the Industry

National Team & Motor Truck Owners' Ass'n, Inc.	Hotel Statler, Buffalo, N. Y.	June 16 and 18
Illinois Furniture Warehousemen's Ass'n.	Third Monday of each month, except April. Hotel La Salle, Chicago.	Annual Meeting, Lakeside Hotel, Pewaukee Lake, Wis., June 20 to 24, inclusive.
Pacific Coast Furniture Warehousemen's Ass'n.	Hotel Hayward, Los Angeles, Cal.	July 3 to 6, inclusive
California State Draymen's Assn.	Sacramento, Cal.	September
Texas Warehouse & Transfer Men's Ass'n.	San Antonio, Texas	August 20
Southern Furniture Warehousemen's Ass'n.	Jacksonville, Fla.	November
Massachusetts Storage Warehousemen's Ass'n.	Third Thursday of each month, Exchange Club.	Annual Meeting January, 1920
New Jersey Furniture Warehousemen's Ass'n.	Newark, N. J. Third Wednesday of each month, Down Town Club, Newark, N. J.	
Transfer & Storage Men's Ass'n of Montana	Billings, Mont.	February, 1920
New York Traffic Club	Last Tuesday of each month, Waldorf-Astoria, New York.	Annual Meeting July
Syracuse Traffic Club	Syracuse, N. Y. Third Thursday of each month.	Chamber of Commerce. Annual Meeting third Thursday of January, 1920.
Newark, N. J. Traffic Club	First Monday of each month, except November, Robert Treat Hotel, Newark, N. J.	

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(Equipped to Handle Anything)

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AND FORWARDING**Distributors of Pool Cars, Parcel Post Catalogs and
Merchandise**TERMINAL
WAREHOUSE COMPANY**

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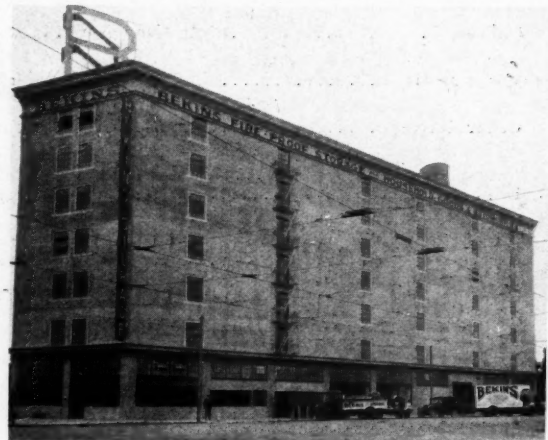
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LOS ANGELES, CAL.**Shattuck & Nimmo
WAREHOUSE CO.****MOVING, STORING, PACKING
SHIPPING**MERCHANDISE DISTRIBUTION
FROM OUR OWN SPUR TRACKSMANUFACTURERS consolidating carloads
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goods shipments to us for prompt distribution
and quick returns.

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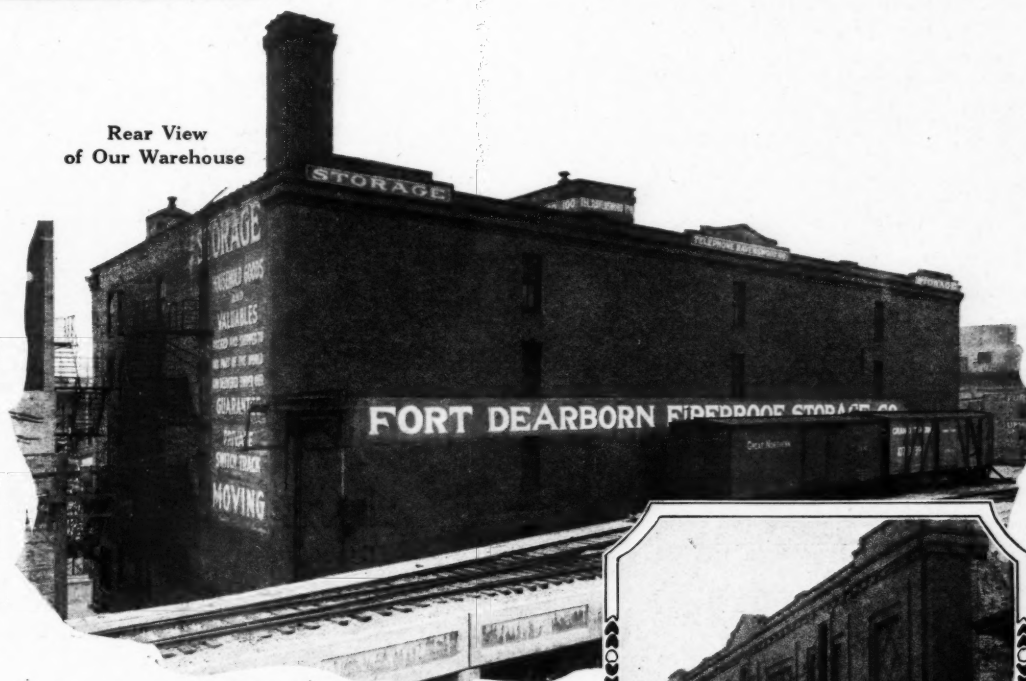
Pacific Coast Furniture Warehousemen's Association, American
Chain of Warehouses, National Distributing Division,
Local Rotary Club and Chamber of Commerce**BERKELEY, CAL.****STUDENTS
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STORING
FORWARDING

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90,000 Sq. Ft. Capacity**When you Ship to California
Remember to Ship to**BEKINS FIREPROOF STORAGE**Prompt and Intelligent Returns,
your customers satisfiedLos Angeles
1341 Figueroa St.Oakland
22d & San PabloSan Francisco
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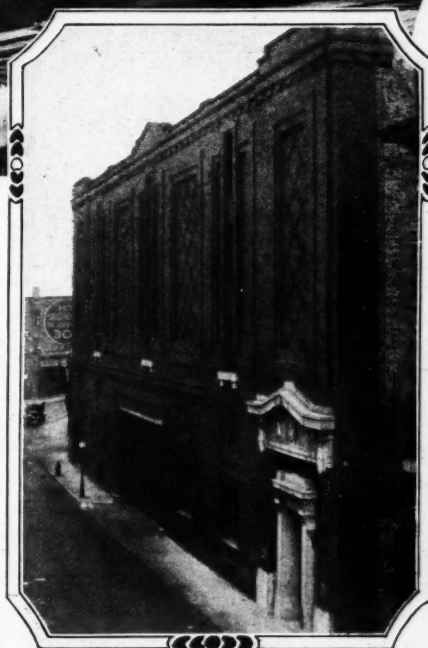
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Rear View
of Our Warehouse



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Service of Warehousemen
and Shippers
Everywhere**

M. H. Kennelly, President



Front View of Our Warehouse

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 American Chain of Warehouses
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 Direct Rail and Tunnel Connection with All Trunk Lines.

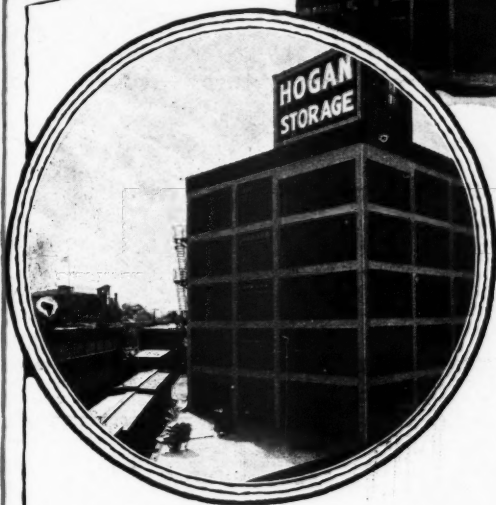
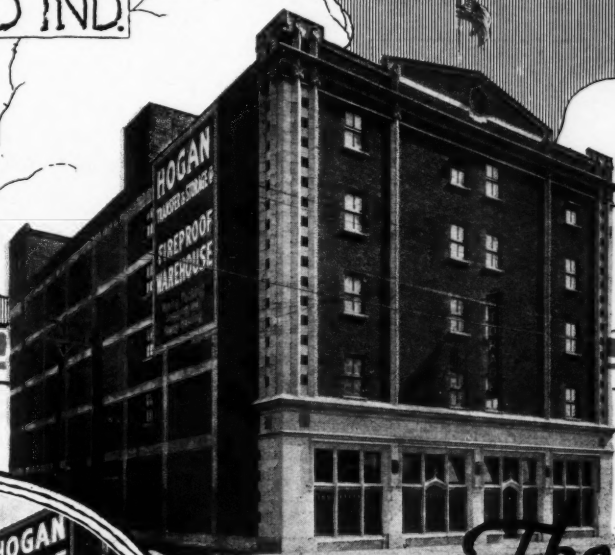
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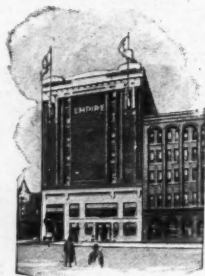
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Six warehouses covering over one city
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Four warehouses equipped with auto-
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Warehouses served by private tracks on
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suitable stocks of your goods at important Western
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Our building is of modern fireproof construction and
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We have studied the problems of the na-
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SILVER AND SAFE DEPOSIT VAULTS

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You have not started to handle your distribution and warehousing in this territory with full justice to your business until you take advantage of our warehousing experience. Get in touch with us.

If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

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MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.
Members N. Y. F. W. A. and I. F. W. A.

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Established 1889

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195 So. PORTLAND AVE.

Send your shipments to Brooklyn in my care.
Both your customer and yourself will receive prompt, careful and courteous attention.

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STORAGE & WAREHOUSE CO., INC.

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Direct Track Facilities Pool Car Distribution

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Try shipping this way. We know

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Convenient to the railroad switches
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Everything in the Line of Moving,
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Household Goods and Merchandise Storage
Every facility for the prompt and efficient

DISTRIBUTION OF MANUFACTURERS' STOCKS

Transfer of goods and heavy and long distance hauling.
Motor and horse drawn vans. An expert packing force.

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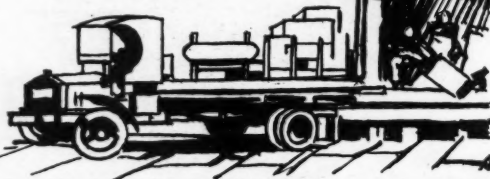


The Claremont Storage Warehouse and the H. D. Bahr Trucking Company are operated under the same management and ownership.

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We are specialists in the storage and distribution of general merchandise accounts and earnestly solicit your patronage. *

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General Offices—No. 29 Broadway
NEW YORK CITY

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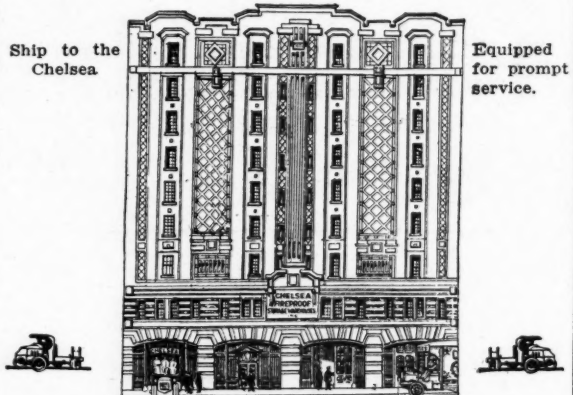
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Metropolitan**Fireproof Storage Warehouse Co.**

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Near Central Park

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**TWO FIREPROOF BUILDINGS
MOTOR OR HORSE-DRAWN VANS
AN EFFICIENT PACKING FORCE**

Adjacent to all Freight Terminals

ESTABLISHED 1875
"That means something"

Members of New York Furniture Warehousemen's Ass'n.
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Southern Furniture Warehousemen's Ass'n.
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REDUCE FREIGHT COSTS

Distribute through THE "ACME" CHAIN OF WAREHOUSES

Establish the "Sailing Day Plan" of shipping direct from your factory---Consolidate part car shipments into carload consignments obtaining the benefit of lowest existing rate combination.

ACME TRANSFER & STORAGE CO., Inc.

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Acme Service affords a uniform method of freight distribution through track connecting warehouses in the heart of Manhattan Island, Bronx-Harlem districts of New York, Brooklyn, New York, St. Louis, Missouri, Salisbury, North Carolina and Memphis, Tennessee, minimizing transportation costs, transit delays and claim troubles.

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Storage Warehouses
and Motor Vans

MOVING STORAGE PACKING

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed
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Members:

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Julius Kindermann & Sons

Three large fireproof storage warehouses adjacent
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1360-62 Webster Avenue, near 170th Street, Bronx

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Merchandise Storage and Distribution
Centrally Located To All RR Terminals

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MACHINERY AND SAFE MOVING A SPECIALTY
"Unexcelled SERVICE"

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Blanchard Storage Co., Inc.

Allen and N. Washington Streets
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HOUSEHOLD GOODS
Rochester "Chief" Rug and Carpet Cleaners

Packing
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Members New York and Illinois Furniture Warehousemen's Association

NEW YORK, N. Y.

"EXPERT SERVICE PAYS"

MOVING PACKING
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VAULTS for STORING PACKAGES
of SILVER PLATE and VALUABLES

Our central location and modern equipment
enable us to offer you an unusually efficient
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Members of New York Furniture Warehousemen's Association
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Grant Wayne, Manager

Louis J. Crumm, Supt.

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Consign all C. L. & L. C. L. Shipments for Delivery to Warehouse
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C. R. R. of N. J.—132d St. and S. Boulevard Station
D. L. & W. R. R.—135th St. and Harlem River Station
Erie R. R.—135th St. and Harlem River Station
Lehigh Valley R. R.—E. 124th Street Station
L. I. R. R.—Harlem and Morrisania Station
N. Y. C. & H. R. R. R.—130th Street Station
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Penn. R. R.—E. 125th Street Station
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JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses
Two Non-fireproof Warehouses
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

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Members New York Warehousemen's Association
Distributors of Car Load Freight
Unsurpassed facilities for Storing, Transferring and Forwarding
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Two Large Storage Warehouses
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The Union Fireproof Warehouse Co.

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Merchandise (Non Fireproof)

Complete Facilities for Distribution of
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Unsurpassed Facilities for Handling Pool Cars

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Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

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"STACEY FIRST"**SERVICE**

FIREPROOF AND NON-FIRE-
PROOF WAREHOUSES

MODERN MOTOR
VAN EQUIPMENT

RELIABILITY

Established 1891 Investment \$250,000
Your interests carefully protected

STACEY STORAGE CO.

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SERVICE IS THE THING

For You and Your CLEVELAND Customers

**LET US SERVE THEM AS
THEY SHOULD BE SERVED***Our Equipment*—Fireproof and
Non-Fireproof Storage. Motors
and Horse-Drawn Vans.*Our Organization* is complete and
is more than ample for the largest
and most difficult proposition.*We Conserve Your Interests***THE CENTRAL STORAGE
WAREHOUSE CO.**1843 East 55th Street
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**We are Cleveland distributing agents for
twenty-seven well known concerns. Why
not let us handle your account?**Four large storage warehouses. Siding
connections with Nickel Plate and Erie rail-
roads right into buildings. Free switching
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wharf for river and Great Lakes traffic.Ideally located for serving the downtown
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merchandise.**Get our quotation on your proposition****The International Transportation Company
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Modern Fireproof Buildings Service Complete
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Satisfactory Service Assured

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NOTHING TOO LARGE
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FOR US TO HANDLE****THE BUCKEYE
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KUTSCHBACH-McNALLY CO.**Complete Facilities for Storing and Forwarding
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100 miles from any other jobbing center

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Should investigate Western Oklahoma territory.

No better point for distribution.

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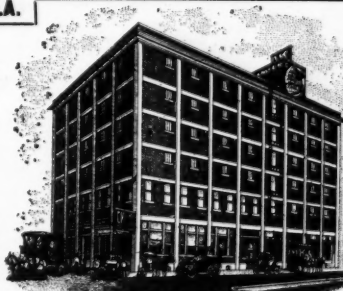


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Fireproof
Warehouses for
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Our business is your business in Tulsa.

We store your merchandise.

We look after your shipments.

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We trace your cars and save you demurrage.

We furnish offices for rent to our patrons.

We loan you money on your warehouse receipts.

We give you real service promptly.

If there is anything else we can do for you, our services
are at your command.

ORRA E. UPP, President and Manager.

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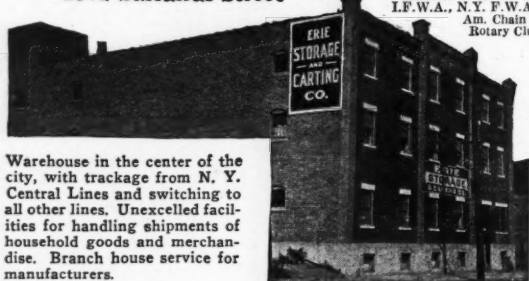
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Piano Moving a Specialty
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Our motor trucks are operated by careful men who are thoroughly experienced in handling furniture and pianos.
We are in a position to guarantee you satisfaction and solicit your order.

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OUR HOBBY

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National Merchandisers
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SHIBE BALL PARK

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE

Office and Warehouse:
Market and Thirty-seventh Streets,
Philadelphia, Pa.



Member Pennsylvania,
New York, Illinois,
and Southern Furniture
Warehousemen's Associations

Service is the measure of the difference between good work and poor.

Service of the right sort in the storage, moving, packing and shipping of household goods and office furnishings exclusively, constitutes our business.

As it relates to shipments consigned to us, we interpret service to require safeguarding the interests of the shipping warehouse, prompt remittance of collections, fair charges and treatment to customers, and to all—courtesy.

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Motor Equipment
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9 Warehouses. 16 Acres of Floor Space. Trackage
Facilities for 17 Cars.

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We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

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I will grow four
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Moving, Packing and Storage

MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



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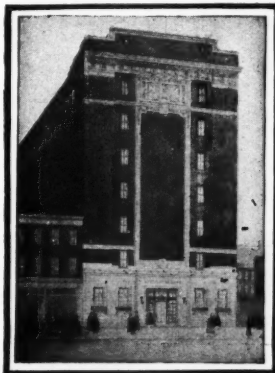
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20th CENTURY

THE LAST WORD IN WAREHOUSES

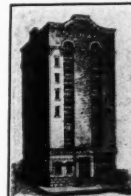
A solid concrete building. Best location in Philadelphia. A fleet of Pierce Arrow enclosed vans. We operate a large garage adjoining our warehouse capable of accommodating the largest van built. Try us when your van is in Philadelphia. All collections through our office promptly remitted. Members New York Warehousemen's Association and Pennsylvania Warehousemen's Association.

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3120-22-24-26-28-30 MARKET STREET
(Opposite West Philadelphia Station P. R. R.)

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CORRESPONDENT**



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Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

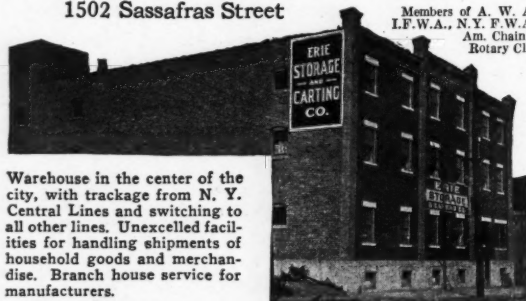
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STORAGE AND TRANSFER CO.**
CENTRE AND EUCLID AVENUES

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Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

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Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

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Piano Moving a Specialty

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SAMUEL S. JOHNSTON, Manager

WAREHOUSE 500 LOADS CAPACITY

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OUR HOBBY

is the distribution of goods for
National Merchandisers

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SHIBE BALL PARK

PHILADELPHIA, PA.

ATLAS



STORAGE WAREHOUSE

Office and Warehouse:
Market and Thirty-seventh
Streets,
Philadelphia, Pa.

Member Pennsylvania,
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and Southern Furniture
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1511 to 1519 Columbia Avenue

EXCLUSIVELY HOUSEHOLD GOODS

Motor Equipment

Moving

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GENERAL MERCHANDISE

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9 Warehouses. 16 Acres of Floor Space. Trackage
Facilities for 17 Cars.

Members { American Warehousemen's Association
{ American Chain of Warehouses

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

Collections through our office will assure prompt returns.

Fireproof and Non-Fireproof Warehouses

Miller North Broad Storage Co.

2709-2721 North Broad Street

PHILADELPHIA, PA.

PENN STORAGE & VAN COMPANY

2136 MARKET STREET

"Let Wightman do it"

PITTSBURGH, PA.



Fireproof
I will grow four
more stories



Garage & Stables

BLANK'S Transfer & Storage Co.

Moving, Packing and Storage

MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



Fireproof

6344

Penn

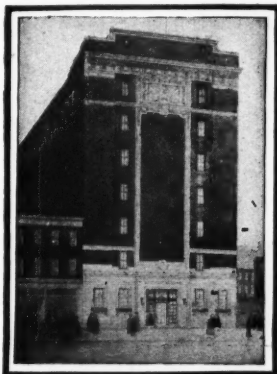
Ave.

EE



Fireproof

PHILADELPHIA, PA.



20th CENTURY

THE LAST WORD IN WAREHOUSES

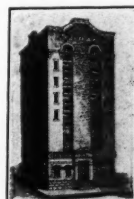
A solid concrete building. Best location in Philadelphia. A fleet of Pierce Arrow enclosed vans. We operate a large garage adjoining our warehouse capable of accommodating the largest van built. Try us when your van is in Philadelphia. All collections through our office promptly remitted. Members New York Warehousemen's Association and Pennsylvania Warehousemen's Association.

20th CENTURY STORAGE WAREHOUSE CO.

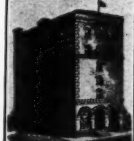
3120-22-24-26-28-30 MARKET STREET
(Opposite West Philadelphia Station P. R. R.)

PITTSBURGH, PA.

SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.



THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.



Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN
STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

HASLEY BROTHERS

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PENNA.

J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE
Separate Rooms

PITTSBURGH, PA.

HOEVELER

WAREHOUSE COMPANY

MOVERS AND STORERS

750 MILLVALE AVENUE

PITTSBURGH, PA.

WEBER

EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET

PITTSBURGH, PA.

Branch Warehouse, Wilkesburg, Pa.

Murdoch Means Service

SCRANTON, PA.

"The World Moves—So Does Post"

R. F. POST

ESTATE

44 LACKAWANNA AVENUE

Freight, Furniture, Pianos, Safes, Machinery, Boilers, Stacks, etc.
DRAYMAN, RIGGER, AND WAREHOUSE

SCRANTON, PA.

WILKES-BARRE, PA.

Established 1894.

"He Profits Most Who Serves Best"

(Rotary)

**The Quackenbush
Warehouse Co.**

Incorporated

Warehousing of every description. Storing, Packing,
Carting, Shipping. R.R. Siding. Manufacturers'
Distributors

Correspondence Solicited

Wilkes-Barre, Pa.

Scranton, Pa.

PITTSBURGH, PA.

Building 100 x 125—8 Stories Front
9 Stories Rear—Garage in Basement—Just Completed**Shanahan
Transfer & Storage Company**

Fireproof Storage for Household Goods.

All Separate—1200 Fireproof Rooms.

Furniture Moved and Packed for Shipment.

Motor Vans, Trucks.

Special Heated Piano Floor

Fifth Ave. at McKee Place

(Next Door to You)

Established 1865.

Over 50 Years

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

CHATTANOOGA, TENN.

**THE CHATTANOOGA
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture

Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

NASHVILLE, TENN.

E. M. BOND
FIREPROOF STORAGE CO.
 HOUSEHOLD GOODS AND MERCHANDISE
 Modern Fireproof Building
 Private Siding With All Rail Connections.

EL PASO, TEXAS

WESTERN
TRANSFER & STORAGE COMPANY
 220-26 S. STANTON STREET
 ONLY FIREPROOF STORAGE IN EL PASO
 Forwarders and Distributors—Trucking of all kinds—Distribution
 Cars a specialty—Warehouse on Track

FORT WORTH, TEXAS



Binyon-O'Keefe
Fireproof Storage Company

Est. 1875

Your consignments to Fort Worth
 will receive intelligent service. We
 have a siding on the Rock Island Rail-
 road with free switching from all lines.
 Fireproof warehouse, 90,000 sq. ft.,
 yard storage, factory distributors.

Members of

Illinois Furniture Warehousemen's Association
 Southern Furniture Warehousemen's Association
 Central Warehousemen's Association

SAN ANTONIO, TEX.

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

OFFICIAL DISTRIBUTORS
MERCHANTS' TRANSFER CO.

SAFETY

COURTESY

SERVICE

WACO, TEXAS

Weatherred Transfer and Storage Co., Inc.
 Modern Warehouse Facilities—Trackage on all roads
 100,0 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping,
 storage, long distance hauling by trucks.

TACOMA, WASH.

PACIFIC STORAGE and
TRANSFER CO., Inc.

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service



N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET

YAKIMA, WASH.

MILLER & LENINGTON

CONTRACTORS

DISTRIBUTING and FORWARDING AGENTS

TRANSFER—STORAGE—WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of
 Hauling

SHIP IN OUR CARE and let us be "At your service with best
 of service"

Office: 10 East A Street

Sidney Hotel Bldg.

'Phone 571

YAKIMA, WASH.

J. J. Crawford

W. E. Norton

Yakima Transfer Co.
STORAGE

Auto Trucks and Moving Vans

Office and Warehouse:
 11 SOUTH FIRST AVENUE

Freight, Baggage and Piano Moving a Specialty
 New Warehouse for General Storage

Merchandise Storage, Transferring, Packing
 and Forwarding — Pool Car Distributing —
 Direct Track Facilities.

G. W. Jones Lumber Co.

807 Lumber Exchange Building

CHICAGO

Manufacturers of

CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in
 Chicago as to the quality of stock we ship.

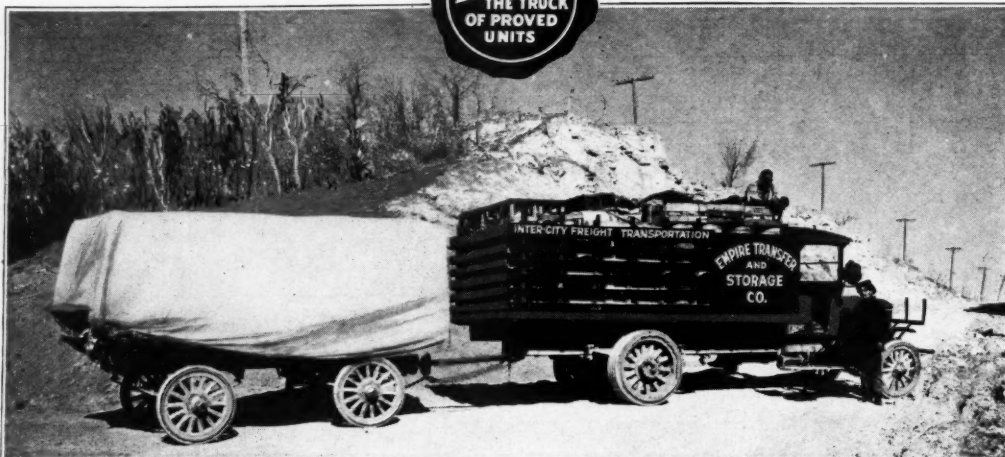
Wholesale Prices

Stock Guaranteed

The Seal of Dependable Performance



Trade Mark Registered U. S. Patent Office



"Handles Everything from Chocolate Drops to Heavy Machinery"

This view of a 4-ton Acme and trailer, taken on Chalk Hill on the Dallas-Fort Worth Pike, tells a story of service that is of importance to transfer and storage men in the solution of their haulage problems.

Operating continuously, day and night, this Acme is running on a regular schedule and competing with railroad rates, plus drayage. Truck and trailer hauls over 17,000 pounds of freight and merchandise over the 70 miles round trip between Dallas and Fort Worth. Read the Proof.

Acme, the truck of proved units, gives to Transfer and Storage men the maximum of service at the minimum of operating expense. Write for "Pointers to Profits," and learn why Acme is the best truck for you.

ACME MOTOR TRUCK COMPANY, 341 Mitchell Street, Cadillac, Mich.

Acme Proved Units

The WHY of Acme success. Every unit standardized and endorsed by the greatest engineers of the industry.

Continental Red Seal Motor
Timken Axles
Timken Bearings
Timken-Detroit Worm Drive
Cotta Transmission
Borg & Beck Clutch
Heat Treated Pressed Steel Frame
Ross Steering Gear
Blood Bros. Universal Joints
Detroit Springs
Artillery Type Wheels
Eisenmann High Tension Magneto.
Rayfield Carburetor
Stewart Vacuum Feed
Tubular Truck Type Radiator
Centrifugal Type Governor



Built in 1 to 5 ton models. Oversize in capacity and dimensions. Bodies built in our own factories.

The Truck of Proved Units

PROOF

EMPIRE TRANSFER AND STORAGE CO.

DALLAS, TEX., May 2nd, 1919.

Gentlemen—We bought this truck (Acme) from you on October 20, 1918, and operate it in inter-city motor freight service between Dallas and Fort Worth.

We have all the business we can handle; in fact, our Acme is operated continuously day and night. Two shifts of drivers and helpers are used regularly.

Everything from chocolate drops to heavy hardware and machinery is handled with dispatch. We carry 12,000 pounds of freight on the Acme and pull a 3-ton trailer loaded with 5,000 to 6,000 pounds of merchandise.

The truck is in excellent condition at the present time and has given perfect satisfaction. In our opinion the Acme ranks as a top-notch and we're glad indeed to recommend the Acme to any prospective purchasers.

Very truly yours,

EMPIRE TRANSFER & STORAGE Co.
By F. I. Tobias (Signed)



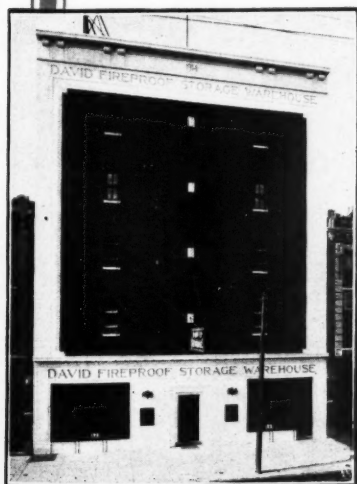
INDIANAPOLIS

Warehouse Construction



MADISON

CHICAGO



IF YOU ARE PLANNING TO BUILD A FURNITURE OR MERCHANDISE STORAGE WAREHOUSE, WE SOLICIT AN OPPORTUNITY TO DISCUSS OUR SERVICE WITH YOU.

THIS COMPANY IS RECOGNIZED FROM COAST TO COAST AS BEING THE BEST POSTED ARCHITECTS AND ENGINEERS IN THESE CLASSES OF BUILDINGS.

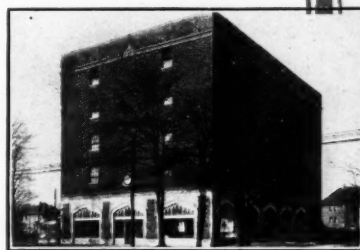
THE MODERN AND IMPOSING BUILDINGS SHOWN ON THIS PAGE ARE BUT A FEW OF OUR CONCEPTIONS—EXAMPLES OF OUR ABILITY TO SERVE YOU.

NO CHARGE MADE FOR ADVICE. WHY NOT GET IN TOUCH WITH US NOW IF YOU INTEND TO BUILD NOW OR IN THE FUTURE.

MOORES & DUNFORD

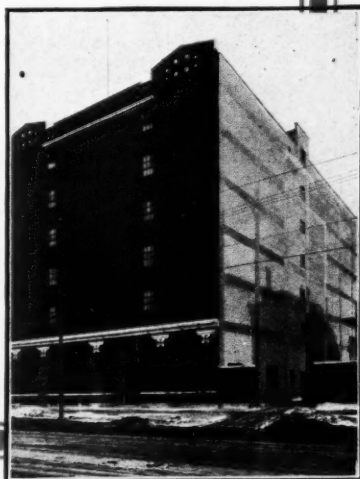
SPECIALISTS IN DESIGN AND CONSTRUCTION OF FURNITURE AND MERCHANDISE WAREHOUSES.

746 FIRST NATIONAL BANK BUILDING
CHICAGO ILL U. S. A.



DETROIT

BUFFALO



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Sterling

TRUCKS

If We Haven't Talked Trucks to You—

You cannot be fully informed regarding profitable Motor Truck performance.

Because in the Sterling we have a 100 point story that can be proved, which is saying something, and we know.

Let's Talk Sterling

and prove to you, point by point, why it will deliver more goods or tonnage for less money than horses or any other truck.

Our well equipped distributors and service stations in leading cities properly represent factory standards and established service policy.

WRITE FOR "LET'S TALK STERLING"

A booklet on scientific truck construction written in simple English.

STERLING MOTOR TRUCK COMPANY

Builders of Motor Trucks exclusively for 11 years

Milwaukee, Wisconsin



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Extra Large Loading Capacity

FWD TRUCKS

The boys from the Front will tell you

IN F-W-D trucks the power and load
are equally distributed on all four wheels.

One of the results of this—a great gain to transfer and storage trucking—is larger loading capacity than is possible in other types of trucks which carry 75 to 95 per cent of the load on the rear axle.

Other advantages of the F-W-D are its small turning radius and easy steering, making its operation exceptionally easy at loading points and in crowded traffic.

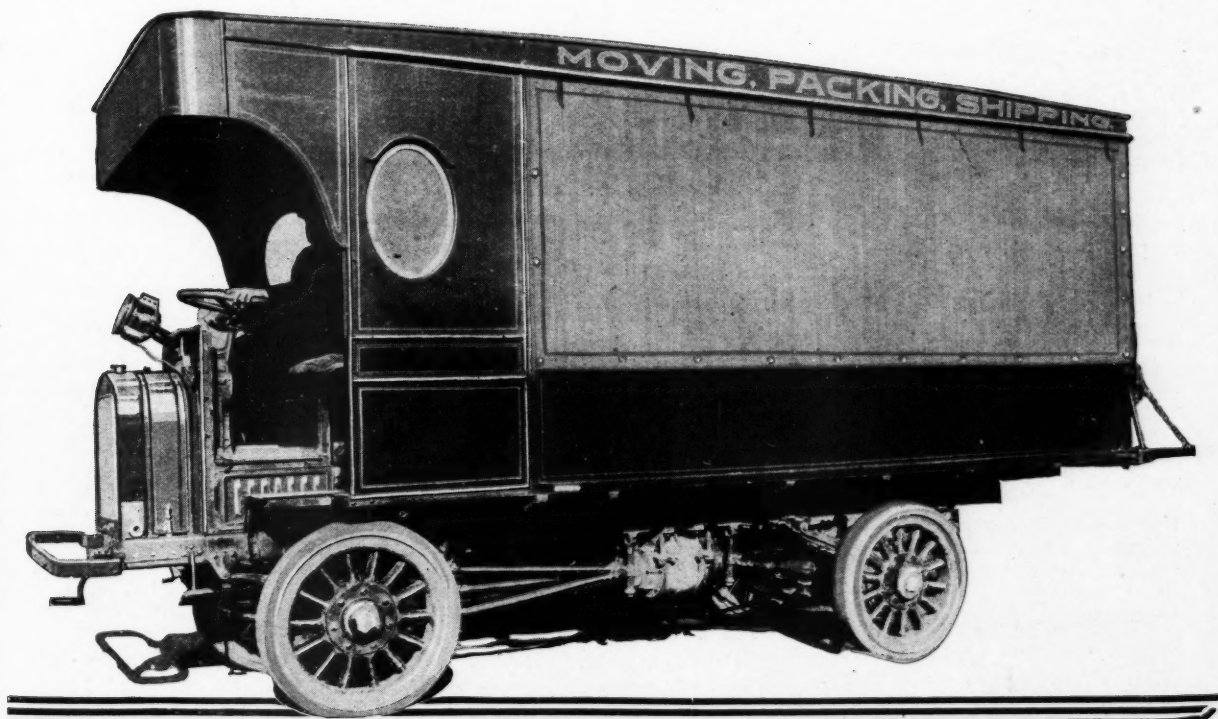
The F-W-D saves 10 to 15 per cent on fuel and a third on tires. 56-inch standard road tread front and rear—perfect track—same size tires all around.

Can be supplied with three different wheel bases to accommodate bodies from 10 to 16 feet in length. Made by a great, permanent organization with an international reputation.

The Four Wheel Drive Auto Company

Dept. 108, Clintonville, Wisconsin

Canadian Factory: Kitchener, Ont.



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



BACKED BY GMC SERVICE

Investigation shows that GMC trucks are broadly adopted by Transfer and Storage men the country over, not only because GMC trucks operate at the minimum expense, but because of the adequate service facilities GMC dealers render to GMC owners.

Trucks in the Transfer and Storage business, trucks moving household furniture, trucks on contract, cannot afford to be laid up any great length of time for service. Such a happening would be ruinous to the truck owner.

For this reason men in this business specify GMC trucks. They know that GMC dealers render prompt and efficient service. They further know

that GMC trucks are backed by the General Motors Truck Company, one of the oldest and strongest motor truck organizations in existence, and this gives them added confidence in GMC stability.

And besides, GMC truck visits to the repair shop are few and far between.

GMC trucks are built to do good work faithfully. The General Motors Company will build them only that way—another reason why Transfer and Storage men continually buy GMC trucks.

No matter what your trucking requirements are, there is a GMC that meets your needs. Write Truck Headquarters today and let us solve your problems.

Let your next truck be a GMC.

GENERAL MOTORS TRUCK COMPANY

PONTIAC, MICHIGAN

Branches and Distributors in Principal Cities.

(300)

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



THE LAMSON COMPANY



Every Warehouse Needs Conveyors

To equip your warehouse with the best of facilities for the expeditious handling of material is of utmost importance to you.

For, on these facilities is dependent your ability to efficiently and satisfactorily handle the representative storage accounts which you are interested in securing and maintaining—on these facilities is dependent your low cost of operation.

Lamson conveyors will handle material into, through and out of storage—with minimum of man handling with expedition impossible in any other way, with reduction in your operating expense.

Lamson Gravity Roller Conveyors are suited to the handling of boxes, crates, any kind of material with one flat conveying surface.

Lamson Power Driven Belt and Apron Conveyors are suitable for the handling of material in bags, sacks and bales.

Supplemented by portable boosters and pilers; by automatic inclined, vertical and selective elevators; by downward passing chutes and spirals; there is a Lamson conveying system for handling your material throughout.

Let us design Lamson conveying equipment especially for accomplishment for you—but based on standardized types and on our conveying experience of more than thirty years.

There is a Lamson trained representative awaiting your call—his visit will place you under no obligation. Send for him! Send for your copy of our booklet on conveying; it will offer helpful suggestions to you.

LAMSON CONVEYORS

The Lamson Co., 100 Boylston St., Boston, Mass.

Boston,
New York,
Philadelphia,
Pittsburgh,
Rochester,
Detroit,
Cleveland,
Toronto, 136 Simcoe St.

100 Boylston St.
15 West 44th St.
1200 Walnut St.
319 Third Ave.
194 Main St. East
97 Woodward Ave.
2063 East 4th St.
100 Boylston St.

Cincinnati,
Indianapolis,
Chicago,
Minneapolis,
Omaha,
Denver,
St. Louis,
Vancouver, B. C., 603 Hastings

119 East 5th St.
Illinois and Washington Sts.
6 N. Michigan Ave.
221 Tribune Annex
Brandels Bldg., Room 675
1622 Arapahoe St.
709 Pine St.

Seattle,
San Francisco,
Los Angeles,
Dallas,
Baltimore,
New Orleans,
Atlanta,
Montreal, Jones & Glass Co., Reg'd., St. Nicholas Bldg.

215 Stewart Bldg.
617 Mission St.
627 So. Broadway
905 1/2 Elm St.
Equitable Building
124 St. Charles St.
30 Moore Bldg.

Why—



*One reason why you should
use Harvey Springs*

IT'S MONEY in your pocket when you can establish a reputation for rapid and reliable service in your neighborhood.

*Another reason why you should
use Harvey Springs*

The product you use must be of good quality, honestly made.

*Still another reason why you
should use Harvey Springs*

A product that has made a name for itself and has gained the good will of truck owners is much safer to buy.

A product in which the trade leaders place absolute confidence, a product you feel sure of, conduces to ease of mind regarding your equipment.

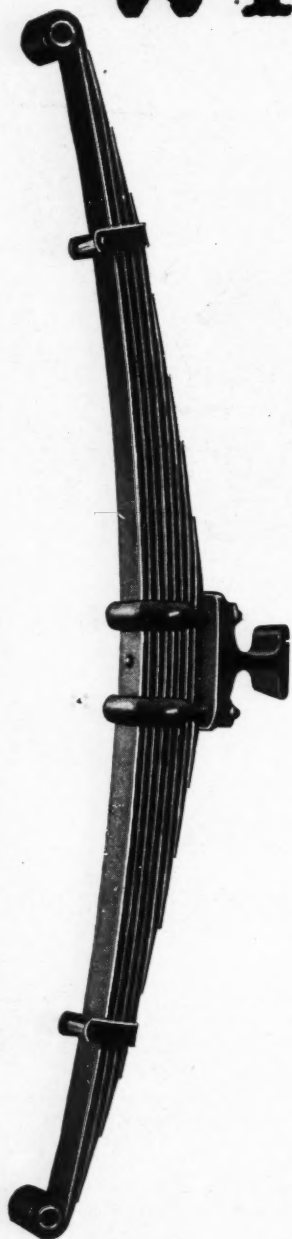
*And that too is a reason why
you should use Harvey Springs*

Service to truck owners, giving satisfaction to your patrons—that is the ideal combination.

*And that is the final reason why
you should use Harvey Springs*

THERE'S A HARVEY JOBBER NEAR YOU— Write us and we will send you his name and address, and our latest catalog, giving complete specifications of over 900 different styles of Springs.

Write today—you may need Harvey Help tomorrow.



Harvey Spring & Forging Co.

1918 17th Street, Racine, Wisconsin



KHAKI BROWN FOR SERVICE

Maish Quality Wagon Pads are delivery insurance at lowest cost

You are fully protected against damage to goods in delivery when you use Maish Quality Wagon Pads. They give you maximum insurance at lowest cost because they meet the severest tests of usage with a 100% score. No risk of breakage, scratching or rubbing.

Durability and khaki brown—the color of service, are noteworthy features of Maish Quality Wagon Pads. Practical in color and wear-resisting, they are ideal for their purpose. The filling is an extra thick one-piece layer of cotton (no shoddy). Quilting is in close, regular rows of stitching made with heavy carpet thread. Every seam is protected and ripping made impossible, edges being bound by our own special process.

The Chas. A. Maish Co.
Makers of the world famous Maish Comforts

We make immediate deliveries in all standard sizes. Look over your wagons and trucks now and send us your specifications for quick action. We quote F.O.B. Cincinnati, as follows:

Cut Size 36x72.....	\$1.47 each
Cut Size 54x72.....	2.10 each
Cut Size 72x80.....	2.80 each

These prices subject to change without notice.

Our guarantee assures satisfaction. Order Maish Quality Wagon Pads freely, as we make shipments with the definite understanding that if you are not fully convinced of their superiority you may return them at our expense. Every service test invited. These wagon pads are put on the market by the same manufacturers who made Maish Comforts world famous.

Cincinnati, O.
1129 Bank Street



A constantly increasing number of satisfied users, who year after year issue repeat orders for **SELDEN TRUCKS**—among them some of the largest and oldest established in the Transfer and Storage business—places the Selden Company in its well-deserved position as one of the foremost manufacturers of high quality motor trucks in the world today.

1, 1½, 2, 3½ and 5 Ton Worm Drive

Models, equipped with special bodies to meet the particular requirements of the Transfer and Storage business.

Ask the Selden dealer in your locality or write us for facts that prove the economy of the operation of Selden Trucks.



1877—1919
The first gasoline motor propelled road wagon was a **SELDEN**. The present types of **SELDEN TRUCKS** are the result of years of continuous experiment, observation and experience in manufacture since the day of their inception in 1877.

SELDEN TRUCK SALES COMPANY
Rochester, N. Y., U. S. A.

Selden Motor Trucks

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Trailmobile

Trade-Mark Reg. U. S. Patent Office

A Bigger Return on Your Hauling Investment

The Motorless
Motor Truck

Thousands in Use

DIVISION 1—Light four-wheeled Trailmobiles for use with passenger cars or light trucks; 1,250 lbs., $\frac{3}{4}$ ton and 1 ton.

DIVISION 2—Heavy duty four-wheel Trailmobiles for use with trucks; 1½ tons, non-reversible; 2 tons; 3½ tons, and 5 tons reversible.

DIVISION 3—Trailmobile Semi-Trailers; 1 ton; 2 tons; 3 tons; 5 tons, and 7 tons.

YOU can get a bigger return on the money you invest in equipment if you use Trailmobiles with your trucks.

A Trailmobile doubles the carrying capacity and doubles the load space of a truck, and adds only about 12½ per cent to the cost of operation.

It enables one crew to do twice as much work—and cuts labor cost. The price of the Trailmobile is about a third of the price of an average truck of the same capacity. Tires last so much longer than the guaranteed 7,000 miles, that the tire companies have not yet been able to figure an average tire cost per mile.

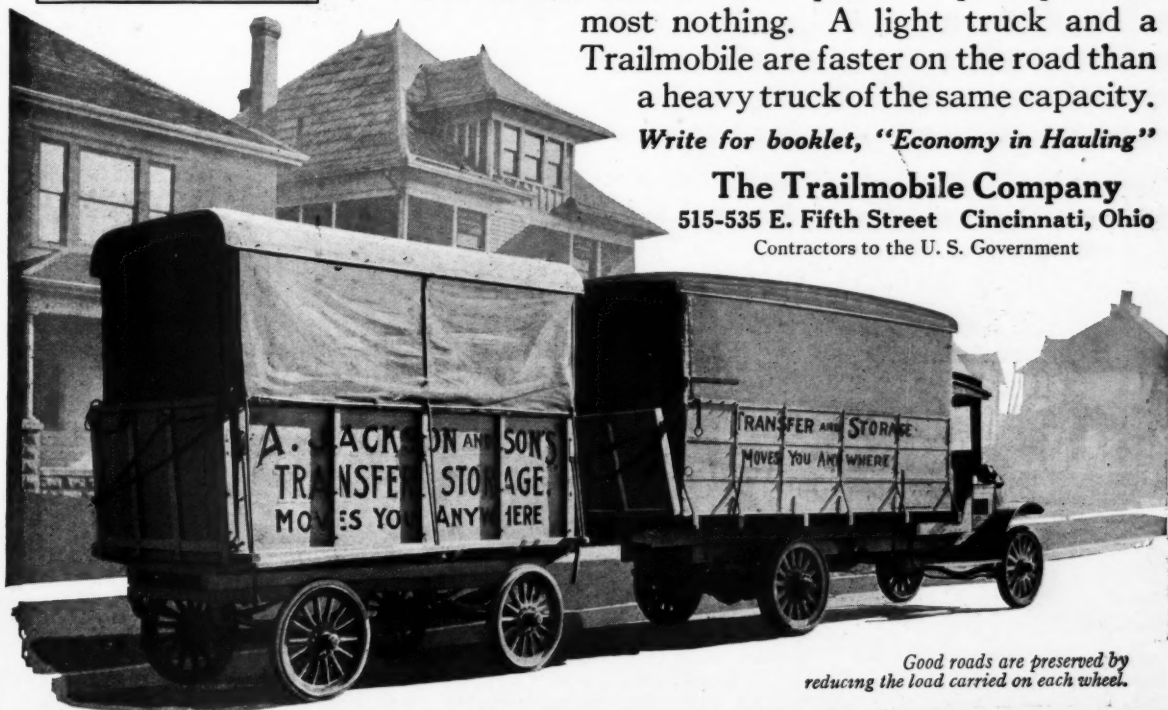
Parts seldom have to be replaced—up-keep is almost nothing. A light truck and a Trailmobile are faster on the road than a heavy truck of the same capacity.

Write for booklet, "Economy in Hauling"

The Trailmobile Company

515-535 E. Fifth Street Cincinnati, Ohio

Contractors to the U. S. Government



*Good roads are preserved by
reducing the load carried on each wheel.*

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

The Republic Truck Record in NEW ORLEANS

Some New Orleans Users of Republic Trucks

New Orleans Furniture Mfg. Company
H. T. Cottam & Co., Ltd.
Leon Godechaux Co., Ltd.
The Fairbanks Company
Dibert, Bancroft & Ross, Ltd.
Armour & Company
Woodward-Wright & Co.
Empire Rice Milling Co., Ltd.
Stern Foundry & Machinery Co.
John Murphy Iron Works
Davis-Wood Lumber Co.
Chalmette Laundry
American Broom Mfg. Co.
National Smelting Works
Coca-Cola Company
Naval Stores Equipment Co.
United Warehouse Co., Ltd.
Importers Bonded Warehouse
New Orleans Gas Light Co.
New Orleans Railway Co.
Douglas Transfer
Holzer Metal Works
Menge-Marine Hardware Co.
Brook Tarpaulin Company
Manion & Co.
J. N. Pharr & Sons
Yochim Bros. Co.
Swain Show Company
Orleans Demolishing Co.
A. Paterno & Son
Dwyer Piano Company
Joseph Payson Ice Mfg. Co.
Thomas H. Handy Co.
R. D. Pitard Hdw. Co., Inc.
N. O. Silica Brick Company
Horse Show Pickle Works
Peter Graham & Co.
Export Novelty Company
Klots Cracker Factory, Ltd.
Geo. W. Davidson & Co.
Milan-Morgan Co.
Alex Dussell Iron Works
Chas. Rantz Welding Co.
Glover Furniture Company
Pendick & Ford, Ltd.

Down in picturesque, busy New Orleans, more than half of all the motor trucks in use are Republics.

Most of the truck tonnage consists of cotton, lumber, mill supplies, ship chandlery and other heavy materials. There is also a big mileage of cobblestone and mud roads.

Such conditions make truck users wary and discriminating. They buy on performance and that is why the "Yellow Chassis Trucks" are found in such dominating majority on New Orleans' streets.

United Warehouse Co., Ltd., operating one of the largest bonded warehouses in the world, say: "Our pair of two-ton Republic Motor Trucks are as essential to the successful operation of our business as our elevators. They are doing the work of five horse drawn vehicles of equal capacity."

Alex Dussell Iron works say: "We purchased our first Republic Truck 2½ years ago. It proved so satisfactory that we soon followed it with an order for another and in the future will use Republic Trucks only."

The "Yellow Chassis" Trucks— that serve so well

Model 10: 1 Ton, with Express body....	\$1535
Model 11: 1½ Ton, chassis.....	1885
Model 12: 2 Ton, chassis.....	2275
Model 19: 2-2½ Ton, chassis.....	2395
Model 20: 3½ Ton, chassis.....	3455

All Prices F. O. B. Alma, Michigan

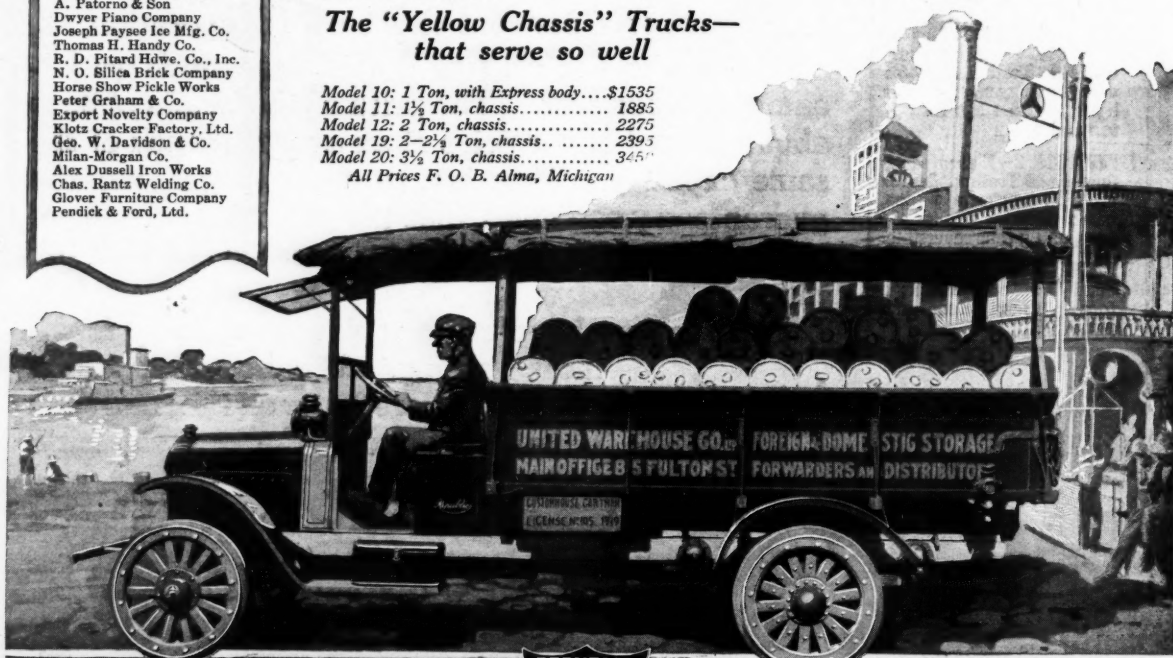
Stern Foundry and Machinery Company say "We keep our four Republic Trucks on the go constantly and have them entirely satisfactory in every respect."

Menge Marine Hardware and Supply Co. say: "Many months ago we bought our first Republic Truck. It proved so satisfactory that we soon ordered another Republic and both of them are giving us highly efficient service."

New Orleans' experience with Republic Trucks is typical. Republic users in that city are simply repeating the same opinions that have already been given in every part of the world. Yet this testimony is highly significant to business men in search of more efficient haulage."

More than 1400 Republic Service Stations are conveniently located to serve every Republic user.

REPUBLIC MOTOR TRUCK CO., INC.
Alma, Michigan



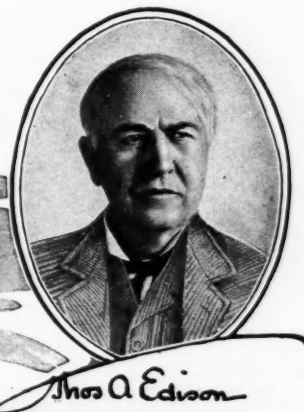
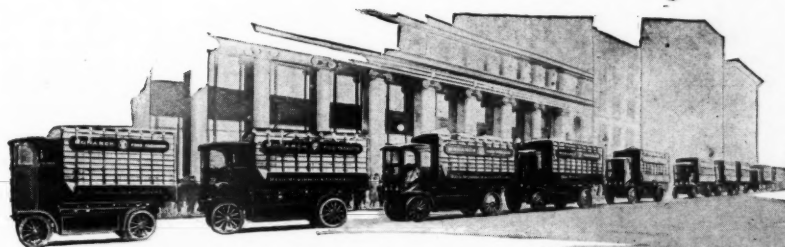
REPUBLIC TRUCKS

The Torbensen Internal Gear Drive—used in all Republic Trucks delivers 95% of the motor power to the wheels. We know of no other type of drive that delivers as much. The POWERLOK does the work of the differential, but eliminates its bad features. The POWERLOK drives through the wheel which has traction, preventing stalling and skidding.

Built by the Largest Manufacturers of Motor Trucks in the World

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Electric Transportation

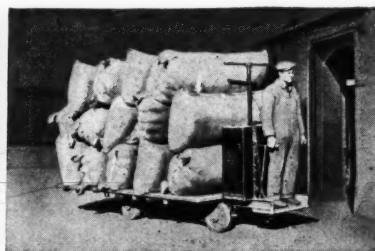


Original purchases of electric trucks and delivery wagons have been added to until large fleets are now established. Many of the owners of these fleets will be recognized immediately as transportation experts.

Have you investigated the economy in using electrics for your hauling and delivery (*figured in dollars and cents*)?



Storage-Battery Tractor, EDISON-equipped. Hauls long trains of loaded trailers.



Storage-Battery Truck, EDISON-equipped. Does the work of 5 to 12 hand trucks.



Mining Locomotive, Edison-equipped. (Miner wearing Edison Electric Safety Mine Lamp.)

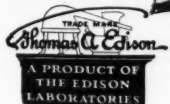
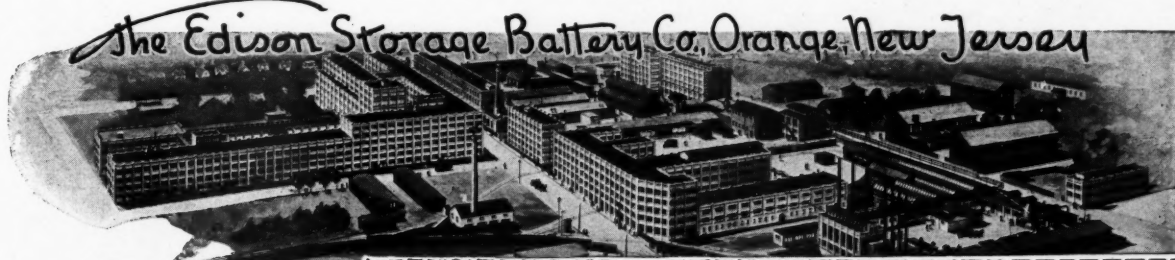
For electric commercial trucks, for storage-battery industrial trucks and tractors, for industrial and mining locomotives, for safety mine lamps, farm light and power—*wherever dependable batteries are needed, it pays to specify the*

Edison ^{STORAGE} Battery

The Edison principle is totally different from that of all other storage batteries. Other batteries use lead peroxide or spongy lead in acid electrolyte. Mr. Edison chose nickel hydrate, iron oxide, and an alkaline electrolyte. This radical departure from old-time methods permits an all-steel construction, and altogether a battery of superior ruggedness and longer life (proved by Edison Storage Batteries in service over six and seven years).

For complete information, use the coupon or write to

The Edison Storage Battery Co., Orange, New Jersey



Edison Storage Battery Co., 297 Lakeside Ave., Orange, N. J.

Send me Bulletins on

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| <input type="checkbox"/> Commercial Trucks | <input type="checkbox"/> Farm Light and Power Plants | <input type="checkbox"/> Industrial Trucks | <input type="checkbox"/> Yacht Lighting |
| <input type="checkbox"/> Safety Mine Lamps | <input type="checkbox"/> Industrial Locomotives | <input type="checkbox"/> Train Lighting | <input type="checkbox"/> Lumber Tractors |

(Write name and address on margin of page)

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



Exit—Old Rags!

In the adventurous and romantic days of Christopher Nubbles and Little Nell, the post-chaise-and-four was the popular notion of fast transportation.

Before the discovery of Loupilco Furniture Pads, furniture movers considered old rags, burlap and other odds and ends a good enough means of protecting furniture in transit.

But up-to-date furniture movers and dealers are fast realizing that this method is just about as antiquated, unsatisfactory and costly as hiring a post-chaise to make the trip from Chicago to New York.

Old rags and burlap are the cause of most unnecessary damage to furniture. Save the good money you are paying out for repairs and

refinishing. Order your soft, resilient, durable Loupilco Furniture Pads now—today.

They completely cover and thoroughly protect every piece of furniture. Their appearance alone is mighty good advertising. They pay for themselves before you know it.

Loupilco Furniture Pads, three sizes:

68 x 80 Khaki color.....	\$36.00	per dozen
52 x 68 " "	27.00	" "
36 x 68 " "	20.00	" "

Loupilco Hood Pads, to fit over beds and table tops:

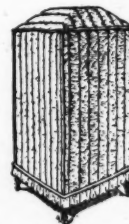
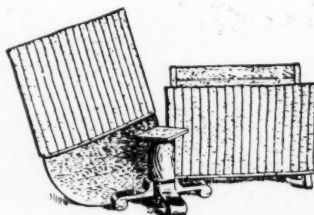
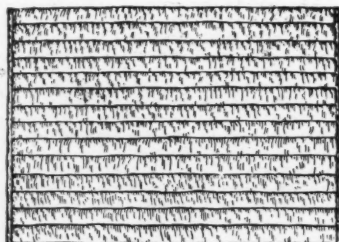
Head Board and Table Pad, two-in-one..	\$5.00	each
Foot Board Pad	3.00	"
Complete Set	8.00	"

Loupilco Music Cabinet Pads, for large or small size machines:

Khaki color	\$5.00	each
-------------------	--------	------

Terms: 2% ten days, net thirty days, F.O.B. Louisville. Prices quoted for immediate acceptance.

LOUISVILLE BEDDING CO., INCORPORATED, 369 EAST MARKET STREET,
LOUISVILLE, KY. OWNERS OF LOUISVILLE PILLOW CO.



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



Mack
TRUCKS



OVERLAND TRANSIT

Last winter a MACK Truck broke the freight blockade for the Goodyear Tire and Rubber Company and made a new freight record between Boston, Mass., and Akron, Ohio.

Through deep snow—weather 15 degrees below zero—a 3½ ton MACK Truck made the 504 mile run in 61 hours. (R. R. freight schedule under normal conditions 168 hours.)

This truck has since maintained a regular express service between Boston, Mass., and Akron, Ohio—in all weathers, under all conditions of load and road—a remarkable record—a good sample of MACK Truck performance.

Let us tell you of other MACK Truck achievements—other records of endurance, power, economy of operation—that demonstrate MACK Truck fitness for hard, heavy hauling. Send for our catalogues.

MACK capacities 1 to 7½ tons, with trailers to 15 tons.

INTERNATIONAL MOTOR COMPANY
NEW YORK

“Performance Counts”

Prepare *Now* for the Moving Season

Equip All Your Trucks with

Giant Grip Traction Chains *for Motor Trucks*

Transfer and Moving trucks pay the largest profits when kept moving.

Avoid Delays. Make your trucks *more* profitable. Equip them with Giant Grip traction chains.

Giant Grips are widely used by prosperous expressing and moving concerns.

Here are some of the reasons: Giant Grips assure positive traction on muddy, slippery or sandy ground; they are easily applied in two minutes without jack or tools; no snap locks to rust tight or fly open; Giant Grips reduce lost time—*increase profits.*



*Equip with
Giant Grip*

Investigate Giant Grips today. Learn *all* the reasons why they are profitable. Write us for literature. See your dealer.

CHALLONER COMPANY

Established 1863

OSHKOSH, WISCONSIN

*Adopted as Standard Equipment on U. S. Gov't trucks in
Motor Transport Division*



**Save
Time
and
Labor
Sawing
Boxing
and
Crating
Lumber**

This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

The Reliance MOTOR DRIVEN Swing Saw

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

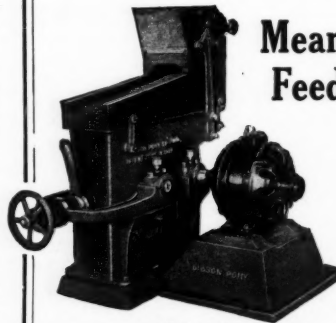
Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work.

Tell us your requirements and we will submit proposals.

Reno-Kaetker Electric Co.
Gerke Building, Cincinnati, Ohio

Crushed Oats!

**Means Conservation,
Feed Less in Weight**



Patented

**Your Stock
Gets *More*
Nutriment
from *Less*
Oats**

Machine now built under United States Food License L000086 U. S. A.

1st. Your stock is built up in bone and muscle. No colic, or stomach trouble.

2nd. You feed 15% to 20% less in weight, which saves you money and helps your "Uncle Sam" win the war.

Thousands of users will recommend
Crushed Oats

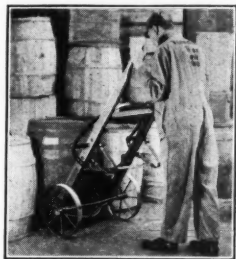
Write us for further information.

GIBSON OAT CRUSHER CO.

McCormick Bldg.

Chicago, Ill.

Eastern Office: 34 East 28th Street, New York City



Truck is wheeled close so that barrel fits into the curved arm. Barrels standing against wall are instantly picked up without first being moved.

The Automatic High Wheel Barrel Truck

You can cut your labor cost of handling barrels in two. One man will truck faster and easier than two men with the old style trucks. Loading the barrel is the easiest part of it. In trucking, the load is on the wheel and not on the man.

Stop rolling barrels; it's hard on the floors and barrels too. The 16-inch wheel makes trucking easy. One man will handle a 1000-lb. barrel.

Strongly made of cold rolled axle, malleable iron and hard wood handle parts.

Width over all, 30 inches.

Length of handles, 67 inches.

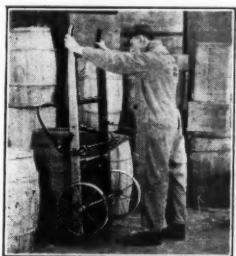
Price f. o. b. Bellevue, O., \$20.00.

Discount for five or more trucks.

Sent on Ten Days' Approval. Order Today.
Best Barrel Truck Made.



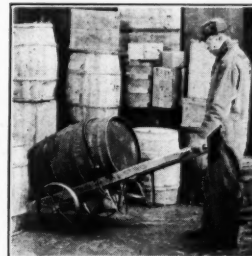
Handles are drawn back and barrel is on truck. No second man required for heavy barrels.



Handles are raised. Bale falls over barrel. Works automatically.



Adjustable, removable head for trucking loose parts.



Ready to truck and barrel has not been touched. Nicely balanced.

THE BELLEVUE MANUFACTURING CO.
BELLEVUE, O.

Let Gravity Do Your Carrying

Instead of paying men to carry boxes, cases, crates and bundles, to and from truck to warehouse, install a Mathews Gravity Conveyor. Then gravity will

MATHEWS
SPEED ECONOMY
GRAVITY ROLLER CONVEYER



carry merchandise of all description over steel ball bearing rollers to wherever you wish.

The Mathews System reduces handling and lost time, saves breakage and labor expense, but costs nothing for power.

Switches, curves and special devices permit the routing of various products. The Mathews System can be used both indoors and out.

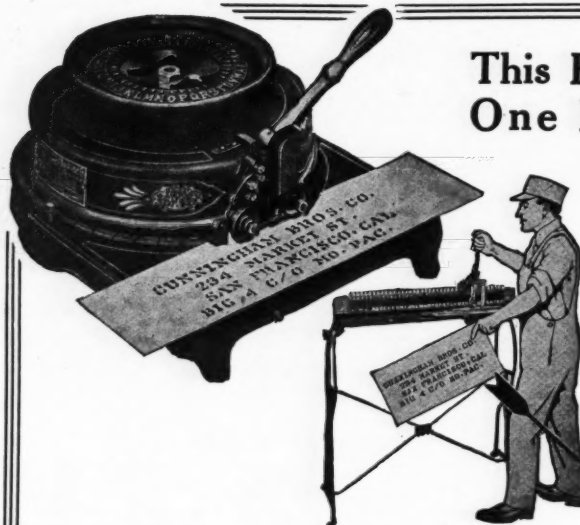
The first cost of a Mathews Gravity Conveyor is small, its upkeep trifling. Send for full details today.

MATHEWS GRAVITY CARRIER COMPANY

134 Tenth Street

Ellwood City, Penna.

Branch Factories: Port Hope, Ontario—London, England



This Bradley Stencil Machine and One Boy Will Do the Work of Three Markers

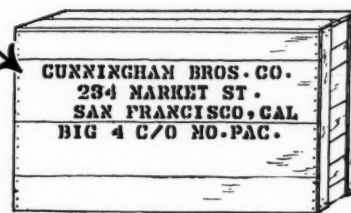
And do it with black, clean cut accuracy that is straight insurance that your shipments *will go through*. No sidetracking or delay due to careless illegible marking. Follow the arrow and you will see the actual work—just as you can have it done in your place.

This is a startling economizer of Time, Money and Labor. You prove it on the following proposition:

Write us today and we will send you a "Bradley" ready for use—300 stencil cards, Patent Ball Marking Brush, etc. PREPAID. USE IT FOR A MONTH AT OUR EXPENSE. Then, if it doesn't cut card board stencils faster than any other machine or any expert can do them—SEND IT BACK. (No quibbling or correspondence on our part)—and we will pay Return Freight.

This is the biggest promise and the fairest proposition you have ever had. Order The Bradley Stencil Machine—NOW. You are losing Big money every day you wait.

BRADLEY STENCIL MACHINE CO.
3744 Forest Park Boulevard St. Louis, Mo.



Not the Cleanness of Bradley Stencils

BREEN'S PIANO DERRICK

What Everybody Needs

PIANO MOVERS find that the hoisting and lowering of pianos is made easy, safe and economical by the use of this practical, adjustable Window Derrick. Handy to carry, easily put in place by one man, always ready and quickly utilized.

It is a practical, patented invention which has been in use for twelve years and has demonstrated its value beyond question. It clamps to window. There is also a swing under bar which is placed under outer end of piano and carries it in or out.

Every mover of safes, pianos or heavy merchandise needs Breen's Piano Derrick because it saves the strength of the men, means a tremendous saving of time, and obviates jams and scratches. Several firms have taken out third story window, set the derrick in place, hoisted piano, and replaced window in 25 minutes.

The Derrick Complete \$35.00
Also manufacturers of Belts and Bars to hoist Pianos and Ropes, Blocks and Piano Covers
Write to-day. Catalogue for the asking.

WM. H. BREEN
219-231 Rutherford Ave., Charlestown, Mass.

Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

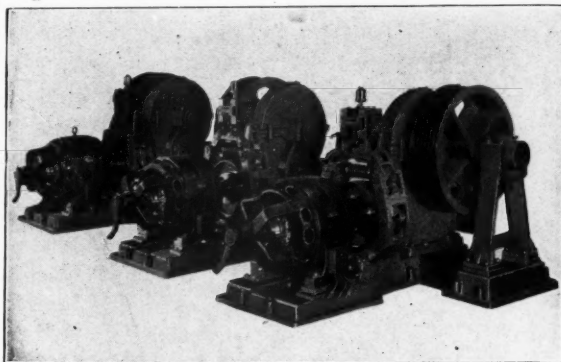
WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

We sell *Naphtaline* Moth Balls, Flakes Crystals, Powder and Blocks; Lavender Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

Write today for price list and full information.

The WHITE TAR COMPANY
CLIFF & JOHN STREETS, NEW YORK, N. Y.



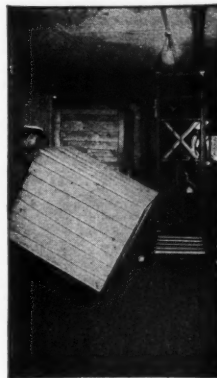
UNCLE SAM

Ordered 5 elevators like this for storage
Houses

AT PANAMA

Are they Good Enough for You?

Colley Elevator Co.
CHICAGO



1. Loading



2. Ready to Elevate

**Four
Steps
Toward**

**Lower Cost
Greater Efficiency
Increased Storage
Capacity**

by the

REVOLVATOR

Reg. U. S. Pat. Off.

Method

These four pictures illustrate four steps in the tiering of boxes with the Revolvator as practiced in one large warehouse. Storage and warehouse firms everywhere tell us that the Revolvator has reduced their tiering and handling cost 25 to 100% and increased their warehouse capacity 50 to 200%.

It will do as much for you. Don't take our word for it; ask any Revolvator user.

Write for Revolvator Bulletin T.

Revolvator Co.

Sales Agents for
N. Y. Revol. Port. Elev. Co.

389 Garfield Ave.



3. Revolving to Unload



4. Unloading

**Guaranteed
5 years
will last
25**

"Towsley" Trucks

are 32 years' experience. Over 100,000 built and sold. We "know how" to make them right.

**PATENT NON-BREAKABLE
ONE-PIECE SWIVEL FORK**

Cast-Iron or Steel Wheels

Write for information on any desired trucks

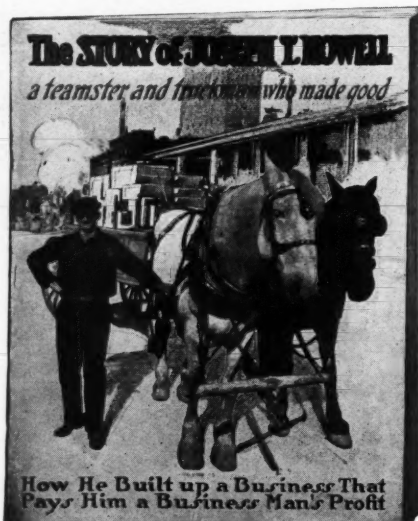
The John T. Towsley Mfg. Co.

1010 Evans Street
CINCINNATI
OHIO

PATENT NO. 240,955

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Send For This Book



IT is the true story of how a small trucking business grew to be a big, profitable one—from a horse-drawn wagon to a fleet of three motor trucks.

This book contains very valuable information for the truckman—information that is of vital importance to success.

Send in your request today. The book is absolutely free.

The J. C. Wilson Company
Detroit, Michigan

Sootless

Spark Plugs Just Won't Crack!

Put them in your truck and forget about them. Big brass jackets, mica insulation. All sizes for all motors—trucks, tractors, marine motors, pleasure cars and stationary motors.

Price \$1.50.

OAKES & DOW COMPANY
310c Atlantic Avenue, Boston, Mass.

SPEED and EASE mean a Saving of TIME and LABOR

In choosing an elevating truck consider the combination of an incline rolling on a wheel—two parts only—fool proof mechanism. Can't go wrong in any severe service.

"THE HOLYOKE" Transfer Truck

Effects for one user a 95% saving of labor on one operation.

Various models to suit every variety of work.

All strongly built and sold under a liberal guarantee.



Write for Circular B-1

Holyoke Truck Company

Main Office and Factory
105 Race Street, HOLYOKE, MASS.

Export Department:
77 Broad Street, New York City





Put an End to Shipping Losses

You can do away with losses, delays, disputes, resulting from old-fashioned, illegible hand-marking of cases and packages by using bold, plain, readable stencil-marking from stencils cut on

The IDEAL STENCIL MACHINE
"The Machine That Safeguards Your Shipments"

The IDEAL cuts paper stencils of your customers' names and addresses, one each half minute, each stencil good for hundreds of markings. Anyone can do the work. The IDEAL is durable, easy to operate and practically trouble-proof. Thousands in use by large and small concerns—all giving satisfaction. Every one guaranteed.

WRITE FOR BOOKLET AND TRIAL OFFER

Let us send you our booklet, "Safeguarding Your Shipments," full particulars and sample stencils, free. Write us today. Get the facts—proof—evidence—and our free demonstration offer.

Ideal Stencil Machine Company
 31 Ideal Block :: Belleville, Ill.
Sales Offices in Principal Cities

WRITE FOR BOOKLET 'SAFEGUARDING YOUR SHIPMENTS'

You are paying TOO MUCH to tier your stuff—

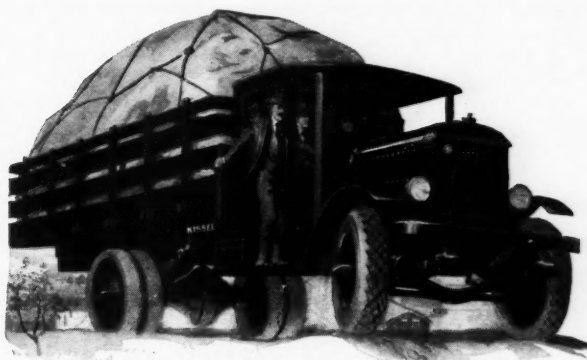
while you are using "strong arm" methods. They are slow. And time now is MONEY—more than it ever was. And how about using two or three men when ONE man can do it quicker, better, cheaper? And how about not getting all the money out of your floor space?

The Brown Portable "VERTICAL LIFT"

answers all these save-money and save-labor questions. And its answer is in dollars saved. The "Brown" Vertical Lift saves from 1 to 4 men. And does the work quicker, too. Works in narrow aisles and piles to the ceiling cheaper than your present low tiering (by hand methods). Your floor space then makes more money for you.

The Brown Vertical Lift does not need space to swing its load around. Tiers straight up—quickest, cheapest way. Hinged, if needed, to pass through low doors. Portable. Any size. **Guaranteed** by oldest portable conveying machinery company in the business. Ask for "Bulletin 38," sending details as to largest sizes and weights of package, heights piled to and lowest doorway. No obligation. Machine pays for itself—stops waste.

Brown Portable Conveying Machinery Co.
 10 S. LaSalle Street, Chicago, Ill.



A 365-Day-A-Year Service Range

THE far reaching effect in the transfer and storage business of Kissel's eleven years of motor truck designing and construction experience is that Kissel Trucks are built to overcome obstacles unsurmountable with trucks of less development.

This 100% service range is possible only with perfectly balanced trucks—in which weight, size, dimension and power are related to one another in exact proportion—giving an incomparable, perfectly balanced chassis headlined by the powerful Kissel-built engine.

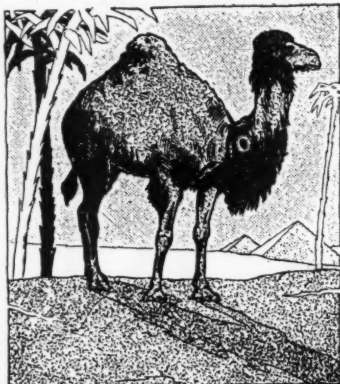
You should have the 1919 Kissel Truck Catalog showing how Kissel Trucks will fit your individual requirements by giving the Kissel "three-way-truck-performance-range," **over-supply of power, unusual ability for continuous service and low operating cost.**

Kissel Trucks are sold in all principal cities where specifications and catalogs can be secured or direct from the factory.

KISSEL MOTOR CAR COMPANY
 Hartford, Wis., U. S. A.

KISSEL TRUCKS

Get a Hump on Yourself



INSTALL A CONNEVILLE

CENTRIFUGAL SEPARATING
VACUUM CLEANER

IN YOUR
CARPET CLEANING DEPARTMENT

WRITE ANY SUPPLY OR EQUIPMENT HOUSE
Manufactured by United Vacuum Appliance Co., Connersville, Ind.

DISTRIBUTORS:

Electrical & Specialty Supply Co.
9 South Clinton Street CHICAGO, ILL.

Protect Your Own Profits

by using

"QUALITY" Furniture Pads

These pads are all that their name implies.

Stout, close woven coverings in the serviceable Khaki Brown or Slate Grey.

All standard sizes for Victrolas, Pianos, Tables, etc.

Special pads for special purposes made to order.

Regrets Are Expensive

One scratch on a fine piece of furniture will wipe out the profits of a week.

Write for prices today

Toledo Canvas Pad Co.
Toledo, Ohio



TRANSVEYORS

Moved on wooden platforms by elevating the Transveyor under the loaded skid; left in the warehouse on Transveyor platforms, compactly stored by pressing the Transveyor foot pedal—is Transveyor Transfer and Storage.

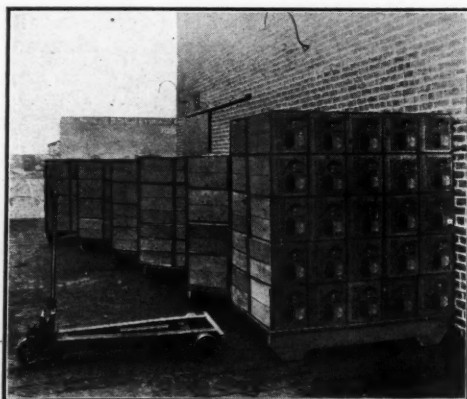
No handling—no congestion—extraordinarily large loads easily handled by one man.

Views of warehouse applications are yours for the asking.

COWAN TRUCK COMPANY

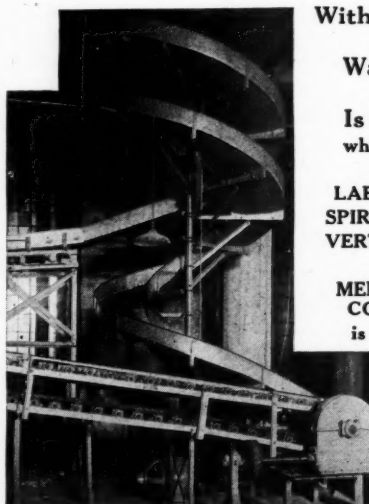
12 Water Street

HOLYOKE, MASS.



With Help Scarce
AND
Wages High
NOW

Is the Time
when the need
for our
LABOR-SAVING
SPIRAL CHUTES
VERTICAL LIFTS
AND
MERCHANDISE
CONVEYORS
is imperative



Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise storehouses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

The Haslett Spiral Chute Co.

Factory: Madison and 20th Sts., Philadelphia, Pa.
Southern Office: 523 Calvert Bldg., Baltimore, Md.
Pacific Coast: 228 Pine St., San Francisco, Cal.

DR. PYLE'S

Distemper
Influenza
and Fever

REMEDY

The best treatment on earth for Influenza, Catarrhal Fever, Epizootic, Pinkeye and Distemper. Especially valuable as a preventive and cure for shipping fever.



Trade Mark Registered

DR. PYLE'S FAMOUS REMEDY breaks the chill, abates fever, restores the appetite, builds up the nervous system, and prevents inflammatory complications from developing.

**OUR GUARANTEE IS AS STRONG
AS A GOVERNMENT BOND**

Price \$1.20 per bottle \$10.80 per doz.
At Dealers or Direct

**The Dr. Pyle Veterinary Remedy
Co., Inc.**

New Philadelphia, Ohio, U. S. A.

TITAN HI-WAY TRANSPORT

**A SPECIAL
HIGH-SPEED
HIGH-POWERED 3½ TON TRUCK**

for Long Distance Service—with a 5 Ton Motor—Solid or Pneumatic Tires
Guaranteed to Carry a Capacity Load up a 25% Grade

THE "TITAN Highway Transport" is a specially-designed 3½ Ton high-speed model (not a makeshift construction) to meet the present demand for a large truck for long distance haulage without the strain placed on the ordinary city truck when forced into this service. Its Speed and Power make it doubly efficient for City Traffic.

High road-speed is constantly maintained without excessive motor-speed, by the use of a powerful, sturdy 5 ton motor operating through less axle reduction, thus eliminating the excessive vibration which results when the ordinary truck is put into this service.

This 3½ Ton model, linked up with the "TITAN" 5-6 ton Heavy-Duty Truck—the most powerful and rugged truck of its type—gives our Dealers the advantage on the most profitable sizes in the truck field.

The Rear-Axle final drive gears on "TITAN" Trucks are guaranteed for 2 years.

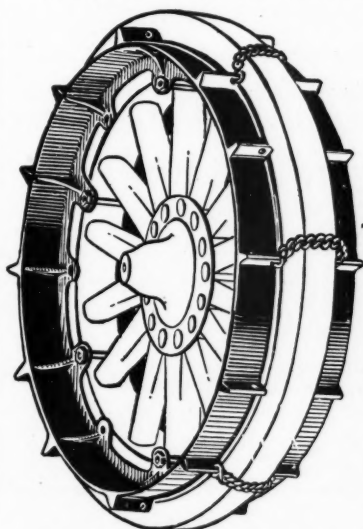
TITAN TRUCK CO. MILWAUKEE WIS.
25TH AND ST. PAUL AVE.
NEW YORK - KAUFMAN - MORRIS CO., 1776 BROADWAY.



FOLEY

STEEL TRACTION-RIMS

Made to Fit Any Truck Wheel—Fully Guaranteed



Quickly attached or detached.

Give your truck maximum efficiency.

Deepest mud, sand or snow have no road terrors when Foley Traction Rims are used.

Made from Electric steel to fit any make of motor truck tire equipped wheel.

Foley quickly detachable Non-Skid Chains sold with or without rims.

FOLEY TRACTION RIM CO.

827 Hennepin Ave.

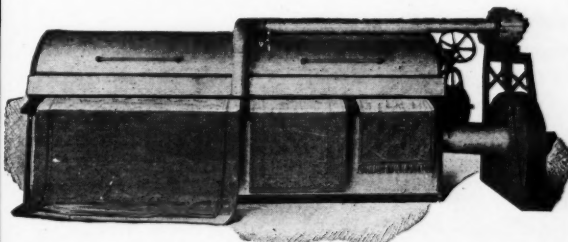
Minneapolis, Minn.

The Foley Rims and Chains are fully covered by patents allowed and pending.

Because there is

Big Money in It

storage and warehouse
companies are installing
this big rug cleaning
machine



The most perfect Rug Cleaner made

The Cleveland Laundry Machinery Mfg. Co.

CLEVELAND, O.



Ahlberg Reground Ball Bearings

give service and save money.
Complete stocks of all types
new and reground bearings
at all branches.

AHLBERG BEARING COMPANY
317-27 E. 29th St. CHICAGO, ILL.

BRANCHES
Atlanta, Boston, Cleveland, Detroit,
Los Angeles, Minneapolis, New York, Philadelphia,
Portland, Ore., San Francisco, St. Louis



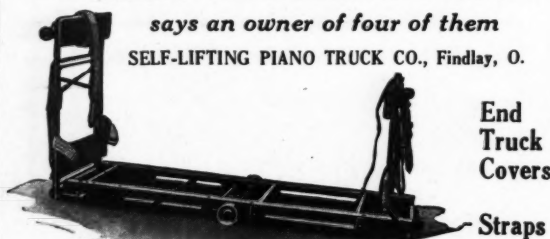
The economical method of hauling

Capacity 2 to 5 tons

Manufactured by
ONE-WHEEL TRUCK COMPANY
ST. LOUIS, MISSOURI

A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

says an owner of four of them
SELF-LIFTING PIANO TRUCK CO., Findlay, O.



FURNITURE PADS

*Made of Tough Soft Drill
in Government Khaki Color*

STOCK SIZES:
36" x 72" 50" x 72" 75" x 72"

*Burlap, Waterproof Tarpaulins,
Bags, Etc.*

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE., BROOKLYN, N. Y.
Phone: Greenpoint 4200

SAVE MONEY ON RECOOPERING

Two straps $\frac{1}{2}$ " x .015 can be applied to
standard canned goods boxes at an average
cost of less than four cents per box, including
material and labor. Write for full informa-
tion to

SIGNODE SYSTEM INC.

108 WEST LAKE STREET

CHICAGO

Renew the Power and Life of
Your Engine
by having the

Cylinders Reground

and equipped with new

Pistons—Piston Pins—Piston Rings

by the

Butler Manufacturing Co.

1124 E. Georgia St., Indianapolis, Ind.

GET FULL MEASURE OF SPRING WEAR



are sold—years of successful usage back of them—the new, im-
proved principle of construction give you positive protection
against imperfections, breakage and bother.
State your needs and we will show you why Higgins-Made
Springs will satisfy them in the most satisfactory manner.
Higgins Spring & Axle Co., Dept. 630, Racine, Wis.
South American Representative, C. J. P. Lucas, Buenos Aires.

NO BOLT—NO HOLE—NO HUMP—NO JOLT

When You Think of Horse Nails

think of "The Capewell" brand. You get the best
and safest service from your horseshoeing when
Capewell nails are used.

Speak to your shoer about it. Even in shops
where cheap substitutes are used they usually have
some Capewell nails for their best customers. It
will pay you to insist upon getting the Capewell
nail.



The Capewell Horse Nail Co.
Hartford, Conn.

*Leading Horse Nail Makers
of the World*



If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

EXCEPTIONALLY GOOD, established Storage and Moving, owning two large Corrugated Iron Warehouses partly filled with storage insuring steady monthly income. Large lot; has 8-room residence adjoining; centrally located; equipped with 3 good trucks, two ball bearing van trailers, one light delivery car, one roadster. Owner retiring, will sacrifice; \$12,500 cash or terms, or sell business and equipment for \$5,500 and guarantee 30 to 50 per cent on investment. Trial given. This business and property is clear; no incumbrance. Alfred H. Steves, 2010 25th Avenue, Oakland, Cal.

WANTED.—Someone to build fireproof warehouse on the profit-sharing basis for a well established transfer and storage company in town of 40,000. Address Box —, Transfer & Storage.

FOR SALE.—Money-making transfer and storage business located at Nogales, Ariz., on the border between the United States and Mexico. Full information upon inquiry. Wylie Transfer Co., P. O. Box 455, Nogales, Ariz.

FOR SALE.—We have for sale cheap several sidewheeler and lorry trucks all in good working condition. They are of three- four- and six-ton capacity, very suitable for any person located where team trucks are still in demand. Turner Cartage Company, 334 Lafayette Blvd., Detroit, Mich.

TRANSFER AND STORAGE FOR SALE.—Well established paying business located in live city of 75,000 population; will stand any investigation; \$3,000 cash required; other business compels owner to sell. For particulars, address Post Office Box 1138, Tulsa, Okla.

FOR SALE.—Transfer and storage business in Boise, Idaho; established in 1892; doing a splendid business; manager selling to engage in the livestock business. Boise will do about \$1,500,000 worth of building in 1919. An opportunity to step into a good paying business for a little money. E. C. Pence, Box 134, Boise, Idaho.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash. Novelties of all kinds, household specialties, toys, knick-knacks, books; post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Fantus Brothers, 525 So. Dearborn St., Chicago, Ill.

"We have fewer Colic cases this past winter, feeding crushed oats than any previous winter."

Writes J. D. Willenbrock, of Hencken & Willenbrock Co., of New York City. This company feeds crushed oats to their horses and finds the National the most economical crusher for this work—the power consumed costing about 10 cents per horse per month.

Hencken & Willenbrock are saving 4 qts. of oats per horse and the animals are in fine condition. Crushed oats gain over whole oats from 15 to 25 per cent in nutriment—they aid digestion.

The National cracks corn at the same time it crushes oats. It frees the food from foreign particles. You save 20 per cent on your oat bills and increase the flesh on your animals by using the National. Write for our valuable booklet on crushed-oat feeding. It will save you money. It is free. Write now.

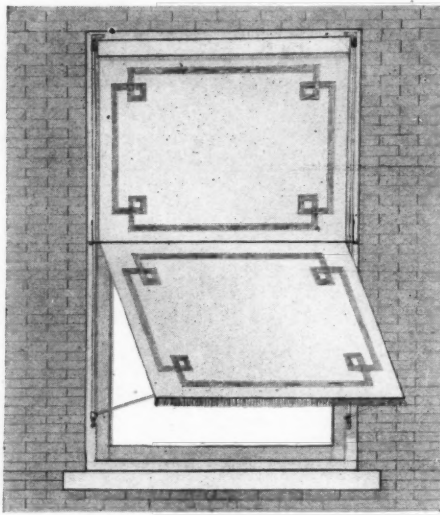
National Oat and Corn Crusher

made by Excel Mfg. Co., Pottersville, N. J.

We do *not* run a Return Loads Bureau

but we may be able to help you get a return load if you let us know in time. If we can do so, the pleasure of service is our reward.

TRANSFER & STORAGE
New York



The Detroit Spring Shade

made by

Detroit Canvas Mfg. Co.

**Furniture and Van Pads
Phonograph Covers
Table Top Pads**

Water-Proof Storm Covers

for Horses and Wagons

Piano Covers (fleece lined)

**Auto Truck, Radiator and
Hood Covers**

PRACTICAL ideas, high quality of materials, skilled workmanship and modern manufacturing facilities are combined by the Detroit Canvas Manufacturing Company to make unexcelled products. We solicit the opportunity to demonstrate to buyers in the transfer and storage industry the money saving ideas and practical utility that are built into our canvas goods.

**Detroit Canvas Manufacturing
Company**

245-247 Larned St., East

DETROIT

MICH.

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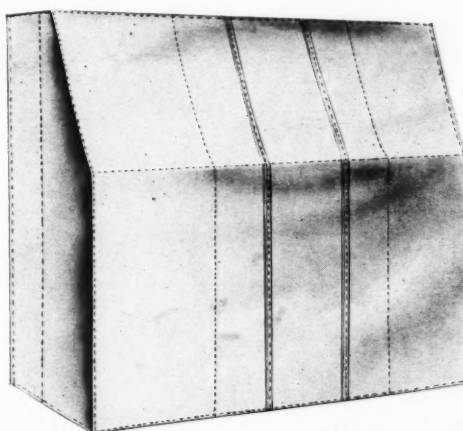
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SPECIAL



Piano Covers

(as illustrated)

Heavy Duck, Fleece Lined...\$10.50 Ea.

Imitation Linen (Dust)..... \$4.00 Ea.

PIANO TRUCKS AND FULL
EQUIPMENT FOR HOISTING

WATERPROOF AUTO TRUCK COVERS
WATERPROOF WAGON COVERS

Furniture Loading Pads

TABLE TOP COVERS
VICTROLA COVERS
VAN LINER PADS

BURLAP — TWINE — ROPE

Get the Best

WM. A. IDEN CO.

564 Washington Blvd.

CHICAGO, ILL.

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PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



THE most watchful care has never altogether eliminated the bumps and scratches and mars that inevitably occur in the handling of furniture or pianos.

Your most exacting customers will never know that damage has occurred if each of your men has a *Magic Scratch Remover* in his pocket.

It hides the injury as if by magic on oak, walnut, mahogany or any other finish. It stains rubbed through places, in fact is a complete pocket touch up kit.

Price per doz. \$5.00
half doz. 2.60 Postpaid

FULLY GUARANTEED—So sure are we that the Magic Scratch Remover is just the thing you have been looking for that we are willing to send on approval **prepaid**. If not up to your expectations send them back at our expense. Mail the coupon today. It does not obligate you.

Write for information regarding our **Complete Varnish Repair Outfit**. It saves refinishing of badly damaged or marked goods, and it enables you to make delivery **TODAY**, not next week.

The M. L. Campbell Co.
New Nelson Bldg. Kansas City, Mo.



THE M. L. CAMPBELL CO.,
KANSAS CITY, MO.

Gentlemen:—Send us, prepaid and on approval, dozen Magic Scratch Removers. We will remit \$....., or return them within ten days.

Firm

Address

MAGIC SCRATCH REMOVER

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Walker Electric Trucks



ANOTHER SATISFIED WALKER USER IN PITTSBURGH

SMOOTH, steady running, both in close traffic or the straight away—that is why Walker Electric Vans carry your most exacting customer's goods safely and with less wear and breakage.

In addition, they are economical, clean and odorless, and if necessary, may be garaged in your warehouse without affecting insurance rates.

Investigate! Be sure to get the facts.

Catalogue No. 19 on request.

Walker Vehicle Company

America's Largest Manufacturer of Electric Trucks and Tractors

New York

CHICAGO

Boston

Lowest trucking cost

Roll Call

of White Truck Fleets In Actual Service



THERE are now 2,774 White Fleets in active service, totaling 33,139 White Trucks, exclusive of all single truck installations. These fleets have steadily grown to their present size through repeat orders from owners who demand unfailing truck performance and who base their purchases on carefully kept cost records.

*The following is a representative list of Transfer and Storage Companies operating three or more White Trucks.
These 69 fleets total 373 White Trucks*

Advance Transfer Company	Indianapolis, Ind.	George H. Manock	Lawrence, Mass.
Akron Storage & Contracting Company	Akron, Ohio	P. A. Mead	Villa Grove, Colo.
A. R. Amacher	Cleveland, Ohio	B. S. Mendelson	New York City
Anchor Cartage Company	Cleveland, Ohio	J. E. Miller	Wheeling, W. Va.
Anderson Trucking & Warehousing Co.	New York City	P. Milliron	East Liverpool, Ohio
Atlanta Baggage & Cab Company	Atlanta, Ga.	Moore & Johnson	Basin, Wyo.
F. P. Begley	Lawrence, Mass.	Frank Parmelee Company	Chicago, Ill.
Bekins Van & Storage Company	Oakland, Calif.	Pasadena Transfer and Storage Co.	Pasadena, Calif.
Belmar Moving & Storage Company	Pittsburgh, Pa.	Pennsylvania Transfer Company	Pittsburgh, Pa.
Braun and Robinson	Kingman, Ariz.	Perritt & Glenney	South Manchester, Conn.
Brockton Transportation Company	Brockton, Mass.	Pioneer Truck & Transfer Company	Los Angeles, Calif.
B. & R. Transportation Company	Brooklyn, N. Y.	Priver Auto Delivery	Los Angeles, Calif.
California Truck Company	Los Angeles, Calif.	P. Reardon, Incorporated	New York City
Canton Storage & Transfer Company	Canton, Ohio	Redhead Storage Company	Cleveland, Ohio
Cleveland Transfer Company	Cleveland, Ohio	George Retallack	Casper, Wyo.
Commercial Transfer Company	Fresno, Calif.	Thomas J. Ryan	Collingdale, Pa.
Coney's Express Company	Wildwood, N. J.	Salt Lake Transportation Co.	Salt Lake City, Utah
Electric Package Agency	Cleveland, Ohio	Sampson and Coleman	Boston, Mass.
Farnsworth & Ruggles	San Francisco, Calif.	Seattle Taxicab & Transfer Company	Seattle, Wash.
Field & Poorman Auto Truck Co., Inc.	Portland, Ore.	T. Shanahan, Jr.	Philadelphia, Pa.
Fleischmann Transportation Company	Chicago, Ill.	Dennis Sheen Transfer Company	New Orleans, La.
Flesher Transfer Company	Pittsburgh, Pa.	Ephraim Smith	River Point, R. I.
R. J. Francis Moving Company	Cleveland, Ohio	Smith Brothers Motor Truck Co.	Los Angeles, Calif.
Gordon Fireproof Warehouse & Van Co.	Omaha, Neb.	Smith & Hicks	Richmond, Va.
Grosse Pointe Express Company	Grosse Pointe, Mich.	J. K. Sullivan	Newport, R. I.
Independent Cartage & Storage Co.	Cleveland, Ohio	Arthur R. Tibbetts	Boston, Mass.
Jackson Express & Van Company	Chicago, Ill.	Union Transfer Company	Fremont, Neb.
M. Kaplan & Sons Company	Worcester, Mass.	Union Transfer Company	Philadelphia, Pa.
Edward F. Kelly	Brooklyn, N. Y.	Percy Wenham	Wickliffe, Ohio
Kennicott Patterson Transfer Co.	Denver, Colo.	John White	New York City
Knickerbocker Storage Company	Akron, Ohio	B. H. Willis	Beaumont, Texas
Lambert Transfer Company	Seattle, Wash.	George J. Wilmot's Sons	Worcester, Mass.
S. Laskau	New York City	R. J. Wilson	Roselle, N. J.
Lierly & Son	Taft, Colo.	Windermere Transfer & Moving Co.	Cleveland, Ohio
E. B. McAlister	New York City		

A copy of the complete Roll Call will be sent to anyone upon request

THE WHITE COMPANY
CLEVELAND

